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# THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

Vol. XXXVI.

CHICAGO, ILLINOIS, OCTOBER 15, 1917

NO. 4

One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

## Better Days.

Better days are drawing nigh;  
Go ahead:  
Making duty all your pride  
For all heaven's on your side.  
Go ahead.

George W. Light.

Thems our sentiments

**McKENNA & RODGERS**

Chicago Board of Trade

GRAIN IN EVERY WAY

**SIMONS, DAY  
& Co.**

322 Postal Telegraph Bldg.

Direct Private Wires to New York and Illinois and Iowa Points

GRAIN PROVISIONS,  
STOCKS,  
BONDS.

We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.

CHICAGO

Established 1877

**LANGENBERG BROS. GRAIN CO.  
GRAIN and HAY**

We Solicit Your Consignments

ST. LOUIS

MISSOURI

We Solicit Your  
Consignments

**Harris, Winthrop & Co.**

COMMISSION  
MERCHANTS

**STOCKS-BONDS-GRAIN**

The Rookery  
CHICAGO

MEMBERS

New York Stock Exchange  
New York Produce Exchange  
New York Coffee Exchange  
Winnipeg Grain Exchange  
New York Cotton Exchange  
Chicago Stock Exchange  
Chicago Board of Trade  
Kansas City Board of Trade  
Minneapolis Chamber of Commerce

**H.M. STRAUSS & COMPANY**

Commission

GRAIN :: HAY :: FEED

Garfield Building

Cleveland, Ohio

Many good shippers have availed themselves of our  
service continuously for more than twenty-five years.

**Carlisle Commission Co.**

(Established 1889)

**Hay and Alfalfa Meal Products**

736-738-746 Live Stock Exchange Building  
KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have un-  
equalled facilities, the largest established trade and outlet. Liberal advances on  
consignments. Kansas City handling charges the lowest, service the best.  
Write your Needs in Alfalfa Meal Get Our Delivered Price

**The WAGNER**

Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
grain literature.

Stocks Grain E. W. Wagner & Co. Bonds Cotton

Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 30 years

CHICAGO

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

Economy and Satisfaction  
in Paint

**Dixon's SILICA GRAPHITE Paint**

is used by the leading grain elevator  
concerns, because it LASTS LONGER  
and costs less per year of service.

Write us for particulars, addressing  
Department 17 B

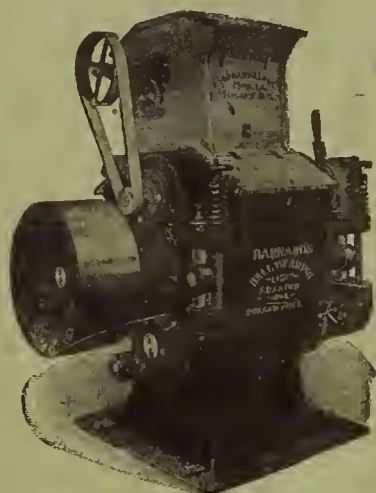
Made in JERSEY CITY, N. J., by the

**Joseph Dixon Crucible Company**

ESTABLISHED 1827

# Everything for Handling Grain

*No need to look farther*

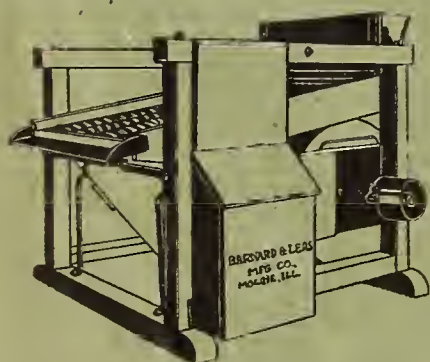
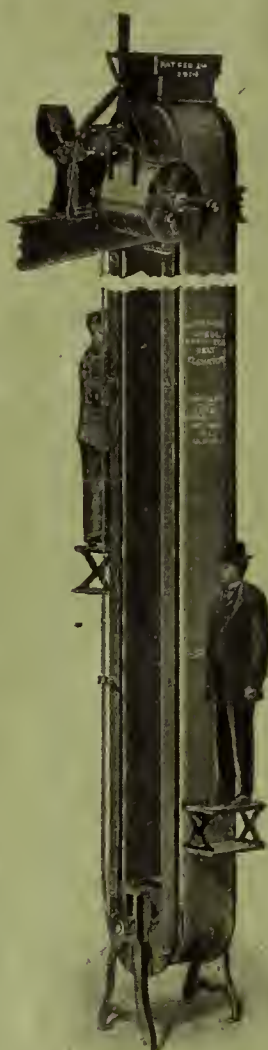


Feed Grinders  
Grain Cleaners  
Oat Clippers  
Oat Separators  
Corn Shellers



Corn Cleaners  
Feed Screens  
Corn Rolls  
Dust Collectors  
Turn Heads  
Wagon Dumps  
Automatic Scales  
Wire Cloth  
Perforated Metal  
Rope Drives  
Friction Clutches  
Grain Shovels

Belt Elevators  
Man Lifts  
Heads and Boots  
Belting  
Elevator Cups  
Steel Conveyors  
Belt Conveyors  
Shafting  
Shaft Bearings  
Pulleys  
Sprockets  
Link Belt



*Write today for  
circulars concerning any  
machines which  
interest you*



**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

# BUILD UP

A Sound, Profitable and Enduring Business by Installing the WESTERN Line of Elevator Equipment in Your Plant

Economical and consistent operation is absolutely necessary in grain handling today. WESTERN machines have been developed from the very first with the main idea of giving maximum service at a minimum cost for operation. They are scientifically designed and the simplicity of construction makes them require only reasonable attention.

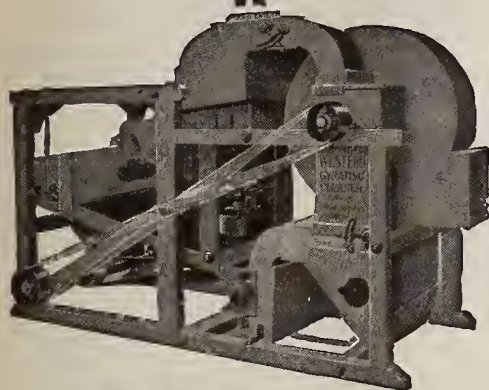
WESTERN machines have built a great reputation for themselves which is the direct result of merit. They make good in service so emphatically that new buyers are constantly being created by seeing them in operation.

Before building your new elevator or remodeling your old one, get our complete catalogue. It contains full line of equipment, and by comparing the WESTERN line with others you will see the superiority. They are as cheap as good machines can be and we guarantee satisfactory service.

## UNION IRON WORKS

DECATUR, ILL., U. S. A.

Complete Line of Shellers and Cleaners Kept at 1221-23 Union Ave., Kansas City, Mo.



"Western" Gyration Cleaner



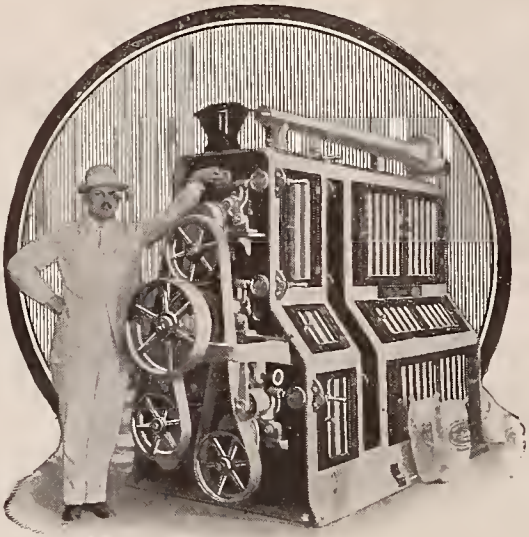
"Western" Rolling Corn Screen Cleaner



"Western" Warehouse Combined Sheller



"Western" Pitless Warehouse Sheller



## Over 1200 American Marvel Mills (Self-Contained) Are Now in Operation (or are being installed)

The increase of American Marvel Mill installations by millers of long experience has been growing rapidly in the past few years.

Why is this?

Because experienced millers, after noting the remarkable success of this Mill over a long period of operation, were convinced beyond doubt that it made just as good flour as any long-system mill in operation and that it made it at far less labor, power and machinery expense.

Hundreds of these long-system millers have now exchanged their old equipment for this wonderful, efficient short-system mill and we have in our files many letters from them like the following, which we will be glad to forward to anyone interested, on request.

"We were in the long-system milling business 34 years before installing the American Marvel. It is easier to operate, saves labor, makes better flavored flour and makes it cheaper.

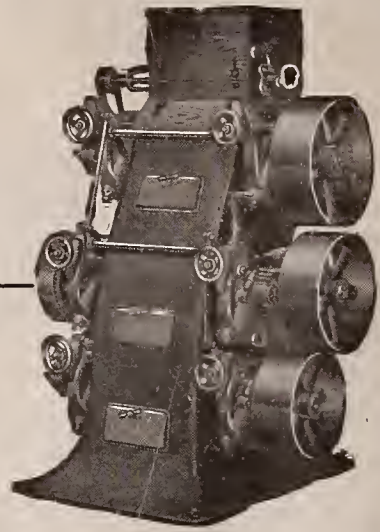
*"Electric Roller Mills, Golden Valley, N. D."*

American Marvel Mills are made in six capacities, from 25 to 100 barrels per day.

Catalog will be mailed free on request.

*Every miller operating an American Marvel Mill is entitled to the use of our widely advertised brand FLAVO FLOUR and many profitable sales features in which we are putting thousands of dollars every month. Write for testimonials from our present owners on how they have profited from the use of this brand. Its adoption does not in any way interfere with your present private brands but entitles you to big immediate sales helps.*

**Anglo-American Mill Company, Inc.**  
445 Trust Building, Owensboro, Ky.



## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke &  
Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*





THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

## Thrifty Sinews of Giant Power

During the passing year the use of Blue Streak Belts in every tensely productive industry has more than doubled.

For these belts parallel in their *power-saving* worth the *power-creating* progress of engineering skill.

They are a relatively recent but swiftly successful development in the transmission of power.

Long ago the tremendous efficiency of modern engines brought to colossal strength Industry's serving giant, Steam.

But for a long time the unmeasured inefficiency of unthrifty

transmission squandered that strength.

For transmission belts are the sinews of power.

If they are slack, or stiff, or overweighty, or infirm of grip—as transmission belts still were not many years ago—the finest achievement in power development loses much of its hard-won gain.

Because Blue Streak Belts are free from these defects, they insure a thrift of transmission long thought impossible.

Their special-weave plies increase strength and decrease weight.

The flexible interwelding of

their many-ply construction makes them adapt themselves to the pulley with power-saving ease—killing creepage.

Their gripping friction-surface conquers slippage and saves the 8 to 20 per cent of power ordinarily wasted.

In every way they further thrift.

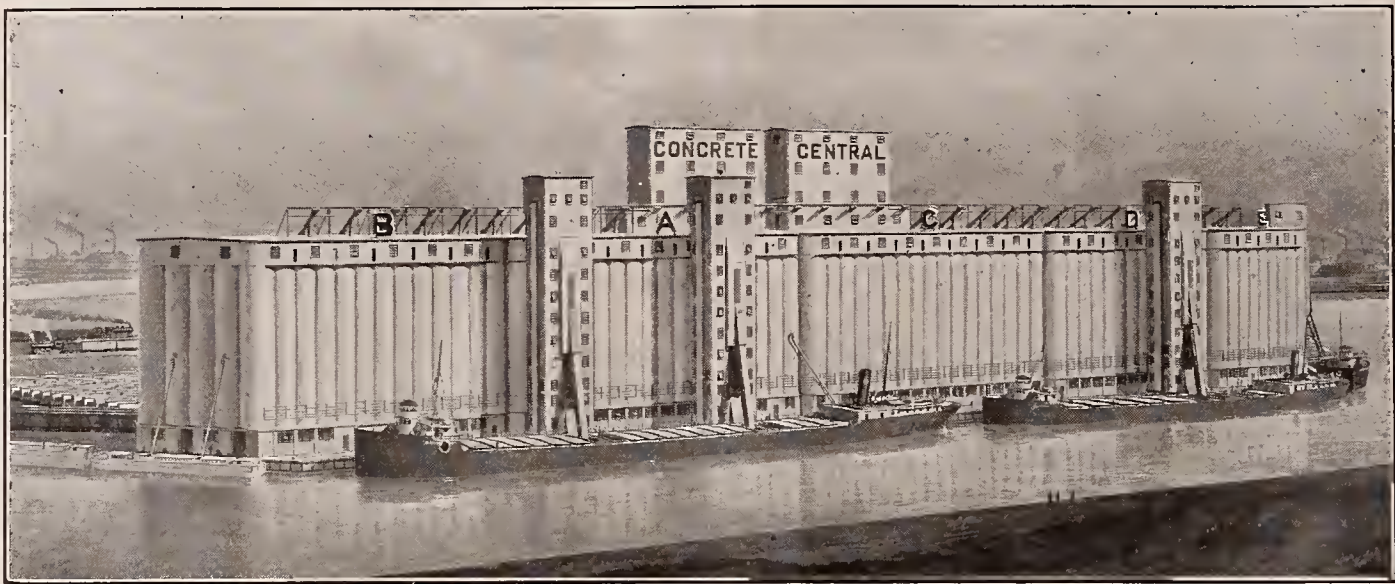
Their price is higher than that of ordinary belting but their cost is lower.

Per dollar of price they give longer, better, more continuous service.

The Goodyear Tire & Rubber Co.  
Akron, Ohio

· BELTING · HOSE · PACKING · VALVES ·

**GOOD YEAR**  
AKRON



CONCRETE-CENTRAL ELEVATOR, CAPACITY 4,500,000 BUSHEL

THESE "MONARCH ELEVATORS" make it possible to handle expeditiously and economically Buffalo's 200,000,000-bushel Grain Business.

Houses of "Monarch" construction are excelled by none in design, arrangement, and economy of operation.

*Other "MONARCH" Elevators in Buffalo and Vicinity*

**Wheeler  
Monarch  
Connecting Terminal**

**Kellogg  
Buffalo Cereal Co.**

**Superior  
Geo. J. Meyer Malting Co.  
Shredded Wheat Co.**

CONSULT US BEFORE BUILDING

**Monarch Engineering Company**

*Engineers and Contractors*

**Buffalo, N. Y.**

**4,500,000-Bushel Concrete Central Elevators**

ARE EQUIPPED WITH OVER

**12,000 FEET OF**

**Hewitt Rubber Belting**

Every bushel of grain conveyed or elevated in this monster plant is done on HEWITT BELTING and it is giving 365 days of satisfaction to the year. Other notable installations are:

C. & O., Newport News  
Electric Elevator  
Buffalo Cereal Co.  
Export Elevator  
Marine Elevator  
Superior Elevator  
Concrete Elevator

Chicago, Milwaukee & St. Paul R. R.  
Elevator, Milwaukee, Wis.  
New York Central R. R. Elevator Wee-  
hawken, N. J., and many others.  
Iron Elevator  
Archer Daniels Linseed Oil Co.  
Clover Leaf Milling Co.

Spencer Kellogg & Co.  
Mutual Terminal Elevator  
Corn Products Refining Co., at Argo,  
Ill., and Edgewater, N. J.  
Argentine Elevator of the Santa Fe  
R. R., at Argentine, Kan. (Over a  
mile of belt in this elevator.)

We are also manufacturers of the famous Hewitt K. O. H. Sulphur Belt. This is an acid resisting belt and has proven just the thing for elevators equipped with bleaching facilities. We guarantee absolutely to increase the life of any belt subject to the action of Sulphurous Acid. Samples and prices will be gladly sent on request.

When attending the G. D. N. A. Convention make a visit to our plant and see rubber belting made in one of the most modern rubber plants in the country. Our plant is only a short distance from the Statler Hotel.

**The Hewitt Rubber Company**

24 KENSINGTON AVENUE

BUFFALO, NEW YORK



## Canadian Government Railway's Elevator TRANSCONA, MANITOBA

Now under Construction.

Capacity of Plant: 1,000,000 Bushels.

Designing and Consulting Engineers for Entire Work

# John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

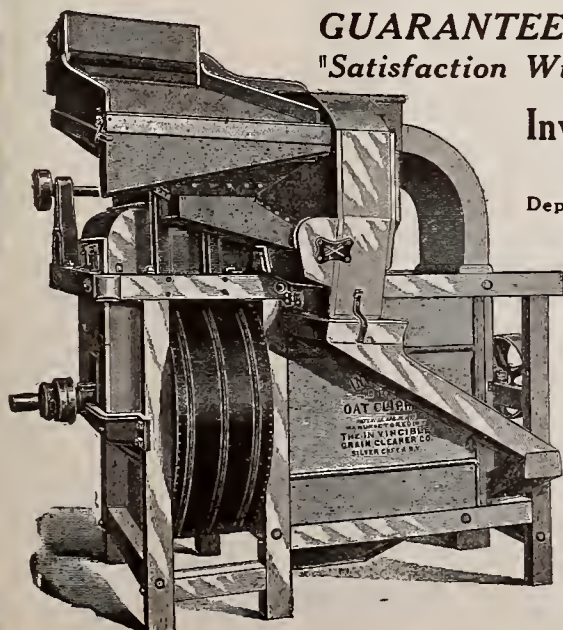
108 South La Salle Street, CHICAGO, ILL., U. S. A.  
395 Collins Street, Melbourne, Australia

35 Southampton Street, LONDON, W. C., ENGLAND

## Clip Your Oats— *It Means Money*

### The Invincible Oat Clipper

boosts sales and profits. Does the work of two machines in the space and on the power of one. Write today for descriptive literature and names of users.



**GUARANTEED INVINCIBLY:**  
"Satisfaction Without Reservation"

**Invincible Grain  
Cleaner Co.**

Department 1  
SILVER CREEK, N. Y.

QUINN,  
SHEPARDSON  
& CO.

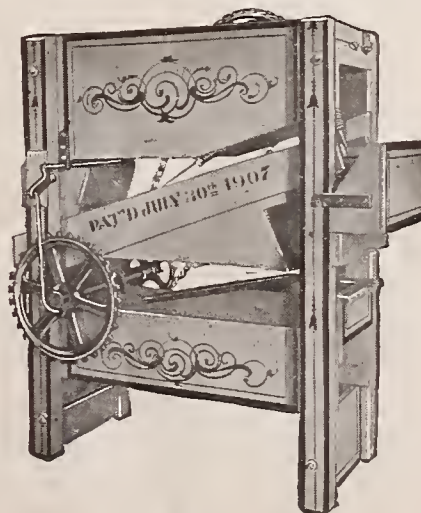
Minneapolis

Are  
Installing  
a No. 9.

## U. S. Grain Standardization Bureau Orders 36 Additional Emerson Wheat Testers ENOUGH SAID!

An additional lot of 36 Emerson Wheat Testers or Kickers to those already in use were ordered June 12 last for distribution among the different laboratories and inspection departments of the U. S. Grain Standardization Department. The Emerson Tester or Kicker has also been recommended to the grain trade by the Government officials as the most satisfactory machine for determining the actual amount of dockage in each sample of wheat.

The Emerson makes an absolute perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. Eliminates all guess work. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with the Emerson Tester or Kicker.



### Over 7,000 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on the 250 depending upon the number of elevators they operate. Hundreds of smaller elevator companies are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers.

### The Emerson Guarantee

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of elevator and milling companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.

## W. H. EMERSON & SONS

Detroit, Mich.

Windsor, Ont.

## It Will Last

Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.

**"Macenco Results"**

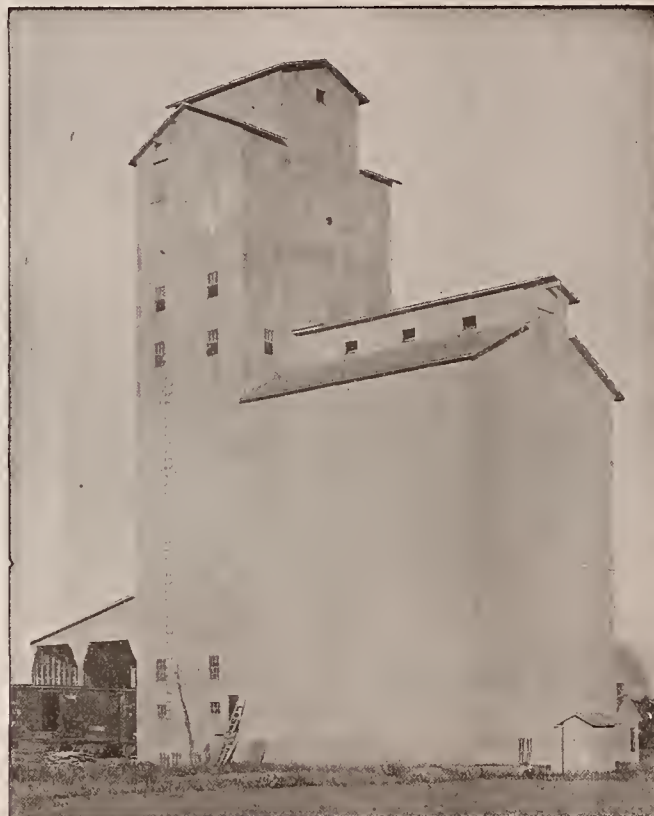


1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
Flour Mills Company, Great Bend, Kansas.

**Macdonald Engineering Company**

53 West Jackson Boulevard,  
CHICAGO

## Burrell's 1916 Record



**97  
Contracts**

With the largest  
and most efficient  
Engineering  
and  
Construction  
Organization  
for large or small  
work ever gather-  
ed together by a  
concern in our  
line, prospective  
builders of Grain  
Elevators will find  
it to their advan-  
tage to consult us  
before formulating  
any definite plans.  
It Costs Nothing.

Van Wickle Grain and Lumber Co., Council Bluffs, Ia.

**Complete Grain Elevators and Mill Buildings,  
Concrete or Wood**

**Burrell Engineering & Construction Co.**

Webster Building, CHICAGO.

PORTLAND, ORE.

715 Herskowitz Building, Oklahoma City, Okla.

## Notice to Policy Holders

One reason why you  
should exercise un-  
usual care and dili-  
gence in protecting  
your property against  
fire is the delay and  
difficulty you would  
have in securing re-  
pairs or rebuilding ow-  
ing to War Conditions.

LET US HELP YOU WITH OUR SERV-  
ICE ON ALL KNOWN HAZARDS.

**Mutual Fire Prevention Bureau**  
OXFORD, MICHIGAN.

REPRESENTING:

Millers National Insurance Co.,  
Chicago, Ill.

Mill Owners Mutual Fire Insur-  
ance Co., Des Moines, Iowa.

Western Millers Mutual Fire In-  
surance Co., Kansas City, Mo.

The Millers Mutual Fire Insur-  
ance Co., Harrisburg, Pa.

Ohio Millers Mutual Fire In-  
surance Co., Canton, Ohio.

Texas Millers Mutual Fire Insur-  
ance Co., Fort Worth, Texas.

Pennsylvania Millers Mutual Fire  
Ins. Co., Wilkes-Barre, Pa.

Michigan Millers Mutual Fire In-  
surance Co., Lansing, Mich.

There is satisfaction in the buying  
of "American High Speed"  
chain since you pay only for the  
three essentials—link, pin and  
washer—and there is more of  
a story also concerning this  
simplicity of construction.

**Ask Your Engineer  
About It**

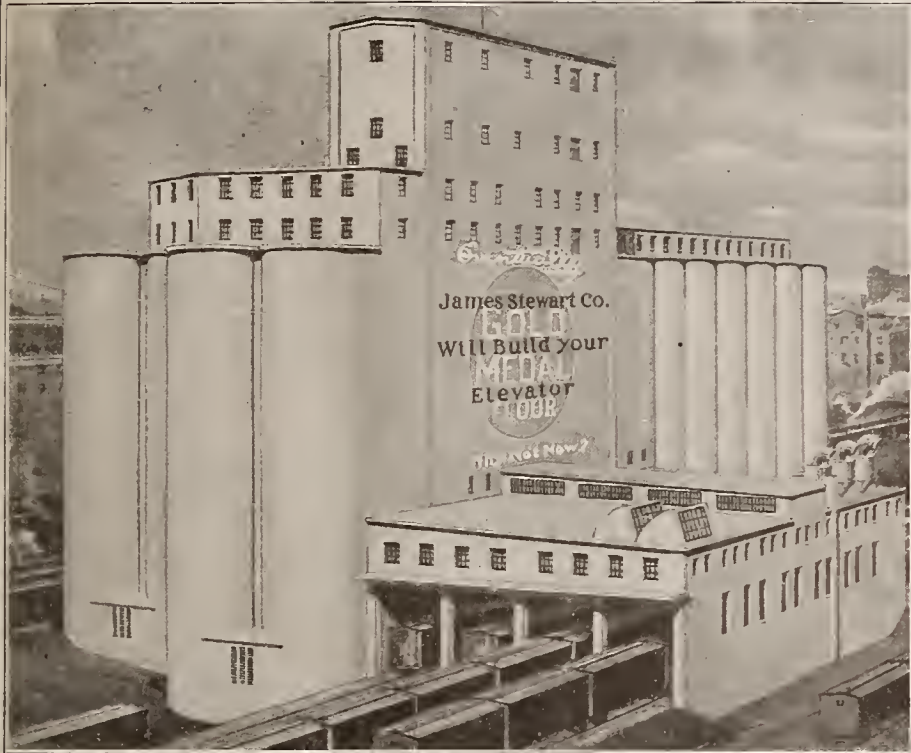
For many more than  
enough years to prove  
their dependability,  
"American High  
Speed" chain drives  
of both larger and  
smaller sizes than  
the one illustrated  
have been built  
and operated.

**AMERICAN  
HIGH SPEED CHAIN**  
"Most Horse Power Years Per Dollar"

**ABELL-HOWE COMPANY**  
NATIONAL DISTRIBUTOR  
CHICAGO

**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.*Write us for designs and estimates*

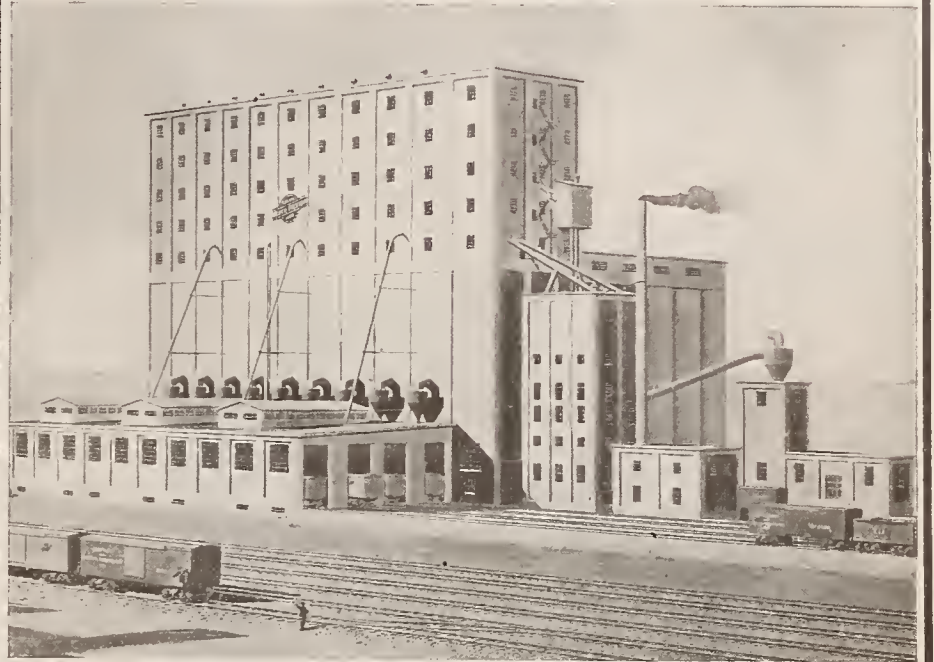
We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

W. R. SINKS, Manager

CHICAGO, ILL.

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Updike  
Grain Company of Omaha, Neb.Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.*Designs and estimates promptly furnished.***Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

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**Robinson  
Telegraphic Cipher***Revised Edition*

Cloth Binding - - \$1.50

Leather Binding - \$2.00

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Publishing Co.**

431 So. Dearborn Street, Chicago

**Reliance Construction Company**Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

CONTRACTORS FOR  
**Grain Elevators**COMPLETE WITH  
MACHINERY INSTALLATION.**DEVERELL,  
SPENCER & CO.**GARRETT BUILDING  
BALTIMORE, MARYLAND**The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.*Write for Designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

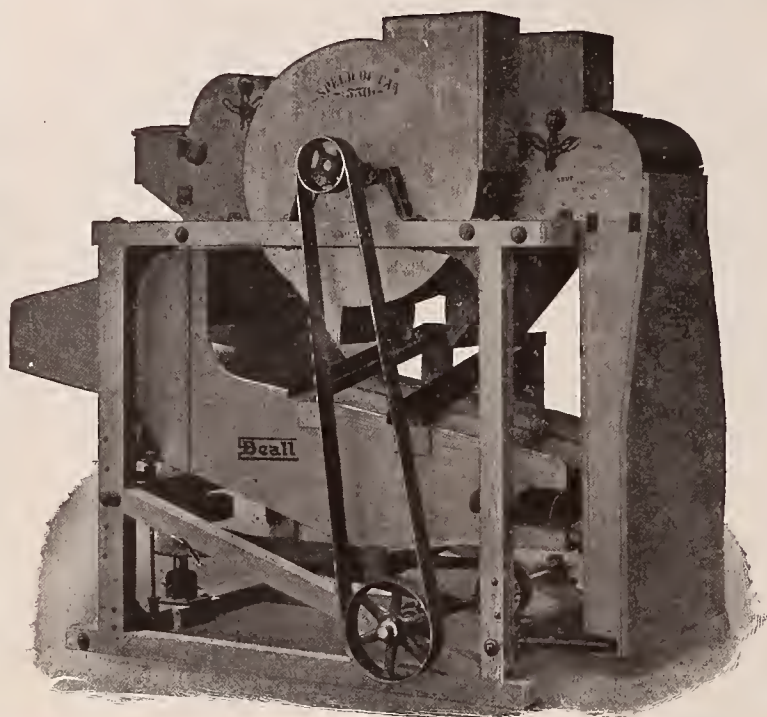
Fort William, Ontario

# GET IN RIGHT

YOU SHOULD PREPARE TO MEET THE GOVERNMENT DEMANDS BY INSTALLING

## The Beall Warehouse and Elevator Separators in Your Plant

IN EVERY ELEVATOR WHERE THESE MACHINES ARE INSTALLED  
THE OPERATING EXPENSE IS REDUCED TO A MINIMUM.



Actual performance has established the reputation of BEALL Separators. Clean grain is an absolute necessity if you want to continue in business, and these machines will clean it efficiently and economically to comply in every respect with the Federal Grain Grades.

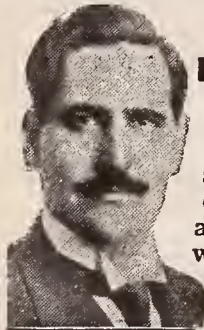
**Beall**  
THE MARK OF QUALITY

Poorly cleaned grain will surely reduce your profits, so it will pay you to investigate the BEALL Separator before buying any other machine. It will only take a minute to write for our descriptive catalogue, and it may save you many dollars later.

**The Beall Improvements Co., Inc.**  
Decatur, Illinois

## Use Galloway Power!

**For Your Elevator and Mill**  
**Economical — Reliable — Steady — Efficient**  
**Kerosene or Gasoline**



You want power that you can absolutely rely upon at all time and ready for instant use. At the same time it must be economical so as to be profitable. GALLOWAY GASOLINE ENGINES are built to meet the needs and demands of elevator and mill work. They are simple and easy to start and operate—run smoothly (like a steam engine) and give 100% service 24 hours of the day regardless of weather or conditions. I make Galloway engines from 1 3/4 H. P. to 16 H. P. but I strongly recommend

### My Famous Masterpiece Six—Best Ever!

A mechanical masterpiece from which it gets its name. A master stroke in engine designing built by master engine builders. Superior materials, skilled workmanship, every part standardized, interchangeable, alike. Develops away above rated horse power. Bearings adjustable. No lost motion. Economy carburetor. Cuts down fuel bills. Uses any fuel. Valves in the head exactly like highest class automobile motors. Double ball governor. Large, heavy, counter-balanced fly wheels. Big bore, long stroke, heavy weight, perfect balance. Perfect lubrication. Magneto (extra) supplies blue-hot spark. Make and break ignitor, never misses fire. Easily started, no cranking; needs no batteries. Cylinder and water pot frost proof. Compare my Masterpiece engine size for size, bore, stroke, weight and low speed, which means easy running and long, satisfactory engine life. Galloway engines honestly rated; scientifically, accurately, handsomely built.

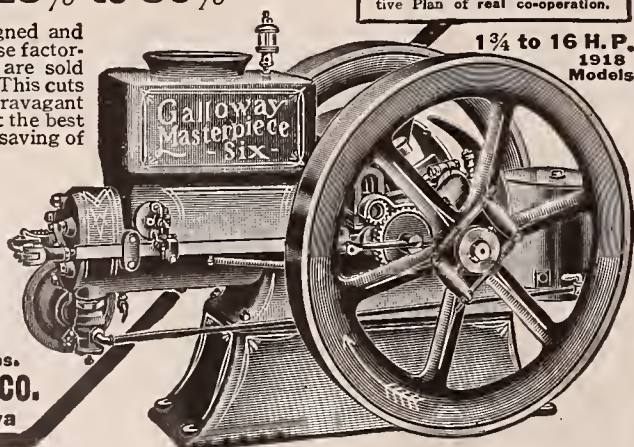
**Sold Direct from My Factories**  
**at a Saving of 25% to 50%**

Galloway Engines are designed and built complete in my immense factories at Waterloo, Iowa, and are sold direct from these factories. This cuts out all middlemen—with extravagant profits and enables you to get the best engine for your purpose at a saving of 25% to 40%.

#### Write for My Book

Send tonight for my big engine Book that describes my complete line of engines. This book will answer your every question on engine and will help you solve your power problems. Write for it today.

**WILLIAM GALLOWAY, Pres.**  
**WILLIAM GALLOWAY CO.**  
Box 3685, Waterloo, Iowa



#### Managers!

Of Elevator Companies—if you have a co-operative organization get in touch with me for the details of the Galloway Co-operative Plan of real co-operation.

1 3/4 to 16 H. P.  
1918 Models

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

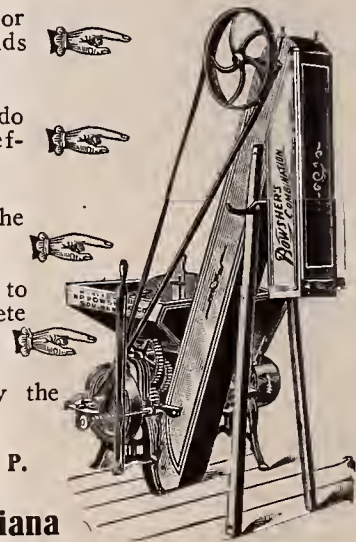
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**

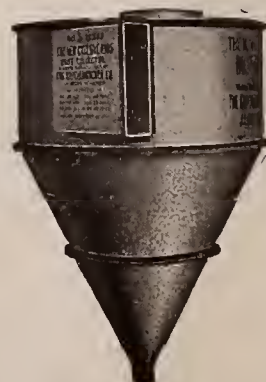


## The "Knickerbocker Cyclone" Dust Collector

**For Grain Cleaners**

**ALL STEEL**

*Write for Catalog*



**The Knickerbocker Company**

**Jackson, Mich**

# GOODRICH GRAIN ELEVATOR BELTS

## Are Your Safest Insurance Against Breakdowns

because—they are painstakingly built for grain elevator service—and for nothing else.

Every little thing which might affect their work or weaken them in any way has been carefully provided for in the body of the belt.

The "House of Goodrich" has everything to lose and nothing to gain by putting out a belt that will reflect a negative criticism on its maker.

On the contrary we firmly believe that

*A Good Belt Is An Excellent Advertiser*

**THE B.F. GOODRICH COMPANY**

Makers of the Celebrated Goodrich Automobile Tires—

*"Best in the Long Run"*

Factories: AKRON, OHIO

Representation Everywhere



# Rope Drives

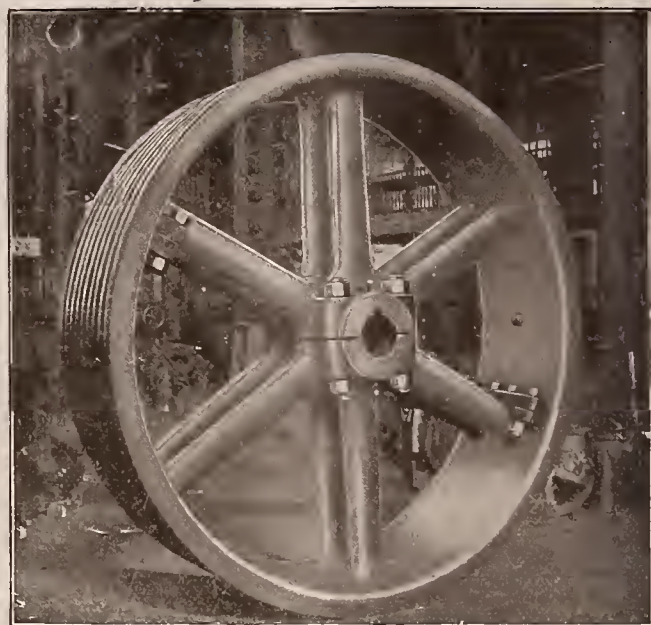
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our Machine-molded sheaves are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting machinery. Headquarters for Supplies.

## H. W. Caldwell & Son Co., Chicago

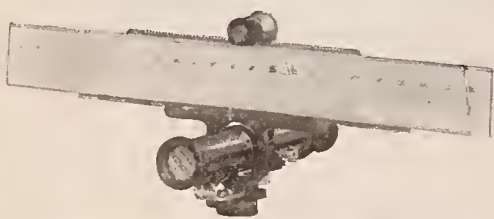
Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street  
DALLAS TEXAS, 711 Main Street



## ARE YOU WORRIED

*about the condition of your grain?*



Read the temperature of the grain in your bins

Send for Booklet

### WESTERN FIRE APPLIANCE WORKS

542 South Dearborn Street, CHICAGO

### THE ZELENY THERMOMETER SYSTEM

will keep you in touch with the condition of the grain stored in your bins and save needless turnings.

## The Buckeye Cereal Company Massillon, Ohio

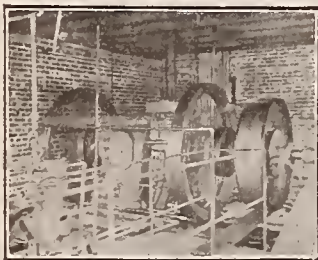
Millers of Winter and Spring Wheat Flours,  
Kiln-Dried Corn Goods, Chicken Feeds,  
Horse and Dairy Molasses Feeds.

Split cars a specialty.

We buy all kinds of grain, mill feeds and commodities that enter into the above feeds.

*Send Samples and Prices of What You Have to Offer*

## THE MONEY MAKING MUNCIE OIL ENGINE IDEAL POWER FOR ELEVATOR SERVICE



Quickly started. Easily handled, requiring only incidental attention. Smooth governing, low fuel consumption, at full and fractional loads. Uses cheapest crude or fuel oil. Satisfaction guaranteed. Simplicity very appealing. Strongly constructed and long life. Write today for abundant facts and proof of what thousands of others have been accomplishing.

Bulletin No. 22 free upon request.

Sizes 10, 20, 25, 30, 35, 40, 45, 50, 55, 60, 70, 80, 85, and 100 H. P. Write today.

### MUNCIE OIL ENGINE COMPANY

115 Elm St., MUNCIE, INDIANA

### Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
Shelbyville, Indiana, U. S. A.

### GRAIN TRIERS

Which will not clog or bind. Steel tubing fitted with maple pole. Point is turned of solid bar steel. Top is fitted with a bronze collar. Trier is 56x1 1/2 inches and has eight openings.

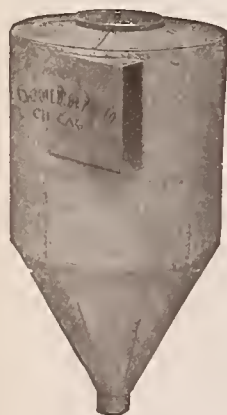
OTTO KELLNER, JR., 4028 S. State St., Chicago, Ills.



### Gibbs' Patent Dust Protector

is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.10, Canada \$1.25, post-paid. Circulars free.

Gibbs Respirator Co.  
"B" 124 East Ave.  
OAK PARK, ILL.



Let Us  
Tell You  
HOW

## CONSERVATION

IS THE RULE TODAY

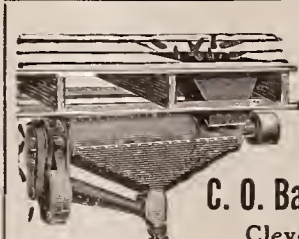
Save Money by installing a

## Cyclone Dust Collector

CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are out-grown. Defective systems corrected and put in proper working order.



Triumph  
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Cleveland, O.

### MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

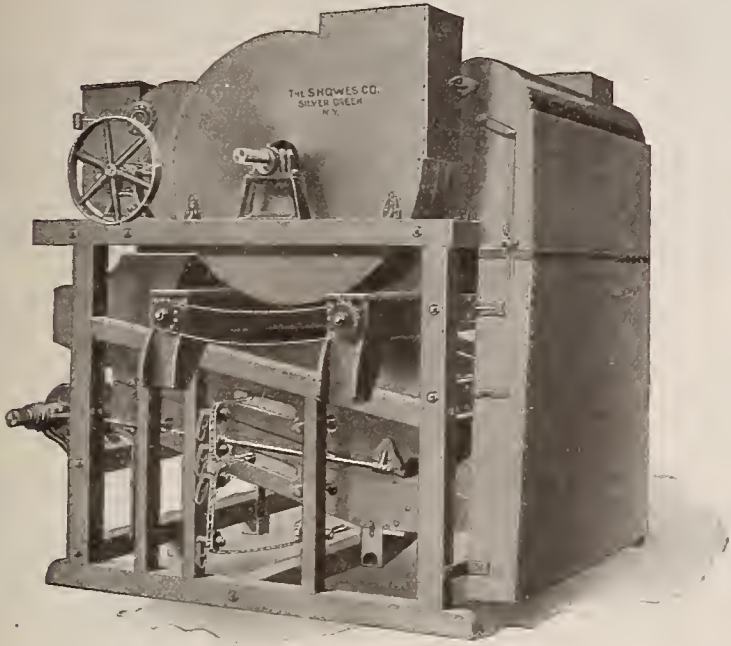
Established 1878 Alton, Illinois  
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSET - - \$548,396.68  
G. A. McKINNEY, Sec'y

### STEEL TUBE GRAIN TRYERS

Five-foot long maple center tryer, \$8 each; 4-foot long maple center tryer, \$6 each; deep bin extension to 18-foot long grain tryer, \$6 each. All are well made and in use all over U. S. Circulars free. Our price the lowest; quality first class. BAUM'S METAL SPECIALTIES, Makers, Kansas City, Mo.



## FIREPROOF GRAIN CLEANERS

The model here illustrated  
(a steel covered Separator)  
has become very popular since  
it insures ample protection  
from fire and its cost is but  
a fraction of that of an all-  
metal machine.

*For further particulars  
See our No. 60 Bulletin*



**THE S. HOWES COMPANY**  
SILVER CREEK, N. Y.



*Representatives:*

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## Philadelphia Export Company

THE BOURSE, PHILADELPHIA

WM. M. RICHARDSON . . . . . President  
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We are engaged in exporting

**GRAIN  
FLOUR  
and  
FEEDS**

WE INVITE CORRESPONDENCE FROM  
FOREIGN AGENTS AND IMPORTERS

**EXPORTERS**      Cable Address Philexco

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## RICHARDSON BROS. BROKERS

**Grain, Flour and  
Mill Feeds**

**THE BOURSE, PHILADELPHIA, PA.**

**MEMBERS**

Grain Dealers National Association  
Commercial Exchange, Philadelphia, Pa.  
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# The Food Need of a Nation at War

In this great crisis now confronting the American nation with "Life, Liberty and Property" at stake the waste and loss of food and other necessities of life must be eliminated whenever and wherever it is possible.

Your country asks your assistance in stopping food losses, for upon you grain men depends the prompt and efficient handling of the most important commodity—**grain**. With the scarcity of cars you grain shippers will be obliged to use all classes of cars regardless of their condition, therefore it is your duty to see that the cars that you are loading with grain are leak proof and

## Protected While in Transit With Kennedy Car Liners

You cannot allow leaks in your everyday business affairs neither can you afford shipping valuable grain in bad-order cars. Have you figured up your losses the past few years due to transit leakage? What will they be this year with the present high prices for your grain and a sure scarcity of good cars? Are you prepared to get your grain to the terminal markets without scattering some along the road bed?

Kennedy Car Liners afford you the most advantageous, inexpensive and yet most efficient method of preventing transit leakage. They are readily installed and save you time cooping cars, especially when you are busiest. Every Kennedy Car Liner is an insurance policy providing the greatest protection at least cost. They are made in various types suitable for all classes of leaky cars, namely:

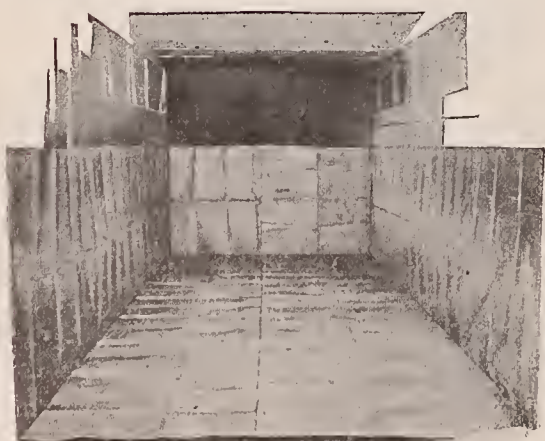
**Kennedy Standard Liners** being for cars in general bad order.

**Kennedy End Liners** intended for cars with defective ends and corners.

**Kennedy Grain Door Liners** furnish protection at the grain doors, the paper being so reinforced as to be securely effective.

Shippers readily become accustomed to using these liners and the time saved in patching an old car is alone worth the price of the liner.

If you do not know about the protection while in transit made possible by the use of perfect coopeage write us and we will tell you how the majority of grain shippers all over the country have adopted our system of protection and saved more than many times the cost of liners.



By Using Kennedy Car Liners You Actually  
Stop Your Losses

### Preparedness Your Watchword

The food supply of this country will win the war and the elimination of losses is most essential, therefore do your part and guard against the greatest evil—the leaky car. Prepare now and send for an assortment of these liners and be ready for any emergency. That next leaky car may lose you more money than a dozen liners. Drop us a line today. Do it now.

**The Kennedy Car Liner & Bag Co.**

Shelbyville, Ind.



# Diamond

## GRAIN ELEVATOR BELTS

### Fight Silent Battles

with WEAR and TEAR every day in hundreds of grain elevators.

Many a long campaign has demonstrated their virile strength and wonderful staying qualities.

We could cite you instance after instance when DIAMONDS have out-fought competitive belts and beat them as regards both service and distance.

They last. That means economy. We are looking for economy these days. So are you.

We cannot tell you just what there is in their make-up that makes them better than the ordinary belts you see advertised because that would be giving away capital, but we simply ask you to note the performances of Diamond Belts all about you. They tell the story.

**The Diamond Rubber Company, Inc.**

AKRON, OHIO

Distributors Everywhere

Illustrations show the 1,000,000 bushel capacity concrete grain elevator erected by the Commissioners of the Port of New Orleans, and a part of the installation of 15,000 feet of Diamond Grain Elevator Belts.



SCIENTIFIC

# Scientific Management

has converted many a losing concern into a paying establishment. And in the grinding business many millers are deriving all the benefits of scientific management without paying for the service of an efficiency engineer.

There is no secret to success. Take any conspicuously successful milling concern, trace the reason for its expansion—and what will you find?

You'll find a plant equipped with the most improved type of equipment—a plant always looking out for labor-saving and cost cutting devices—for machines that will cut power and equipment costs and keep operating expense at the minimum.

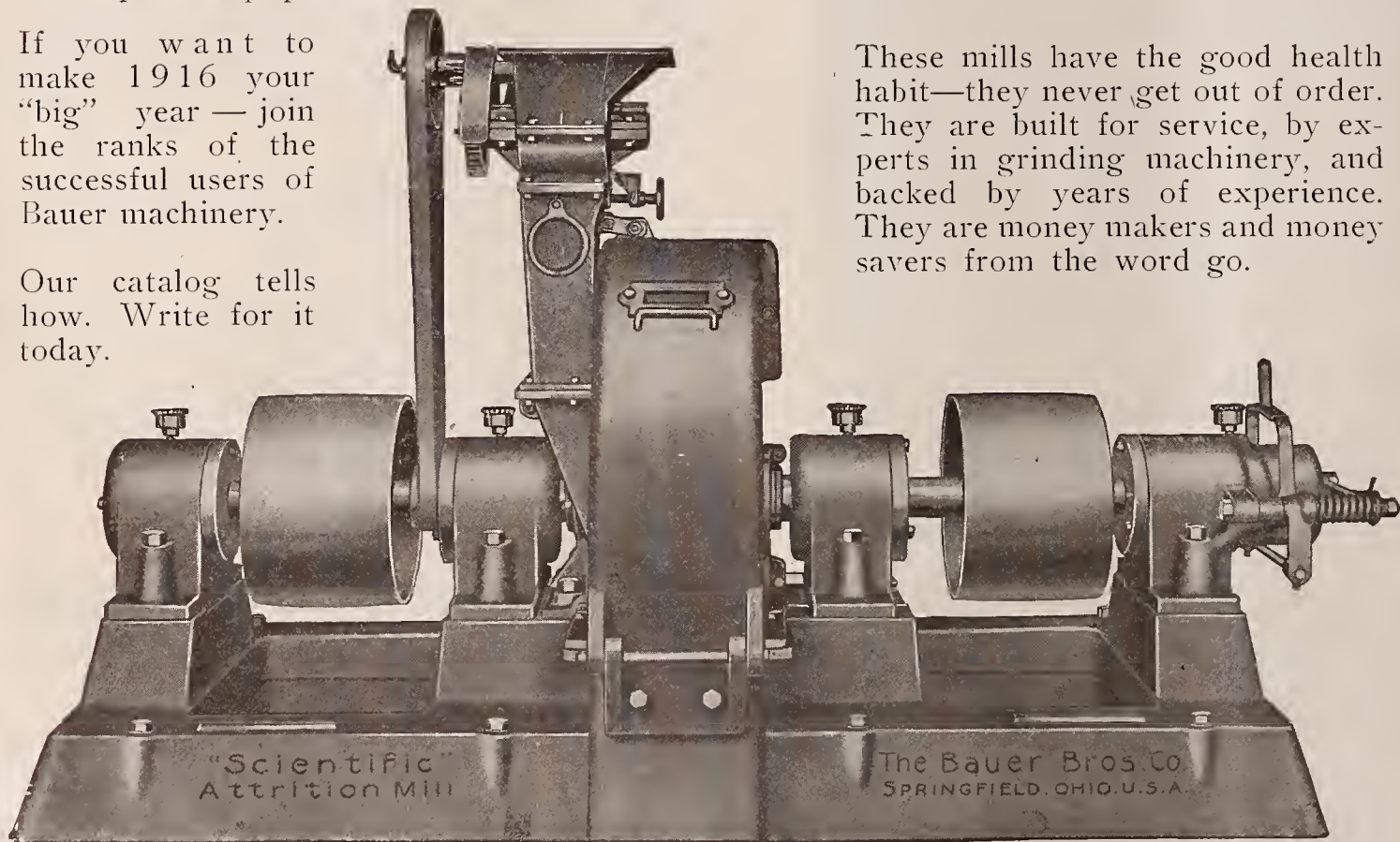
## Bauer BALL BEARING ATTRITION MILLS

offer you a means of making a greater profit out of your business. Hundreds of the country's most astute millers have been far-sighted enough to discard machines that were giving them satisfactory service—and a comfortable profit—in order to make room for this superior equipment.

If you want to make 1916 your "big" year—join the ranks of the successful users of Bauer machinery.

Our catalog tells how. Write for it today.

These mills have the good health habit—they never get out of order. They are built for service, by experts in grinding machinery, and backed by years of experience. They are money makers and money savers from the word go.



15 to 100 H. P. Belt or Motor Driven

# The BAUER BROS. Co.

FORMERLY FOOS MFG. CO.

517 Bauer Bldg.

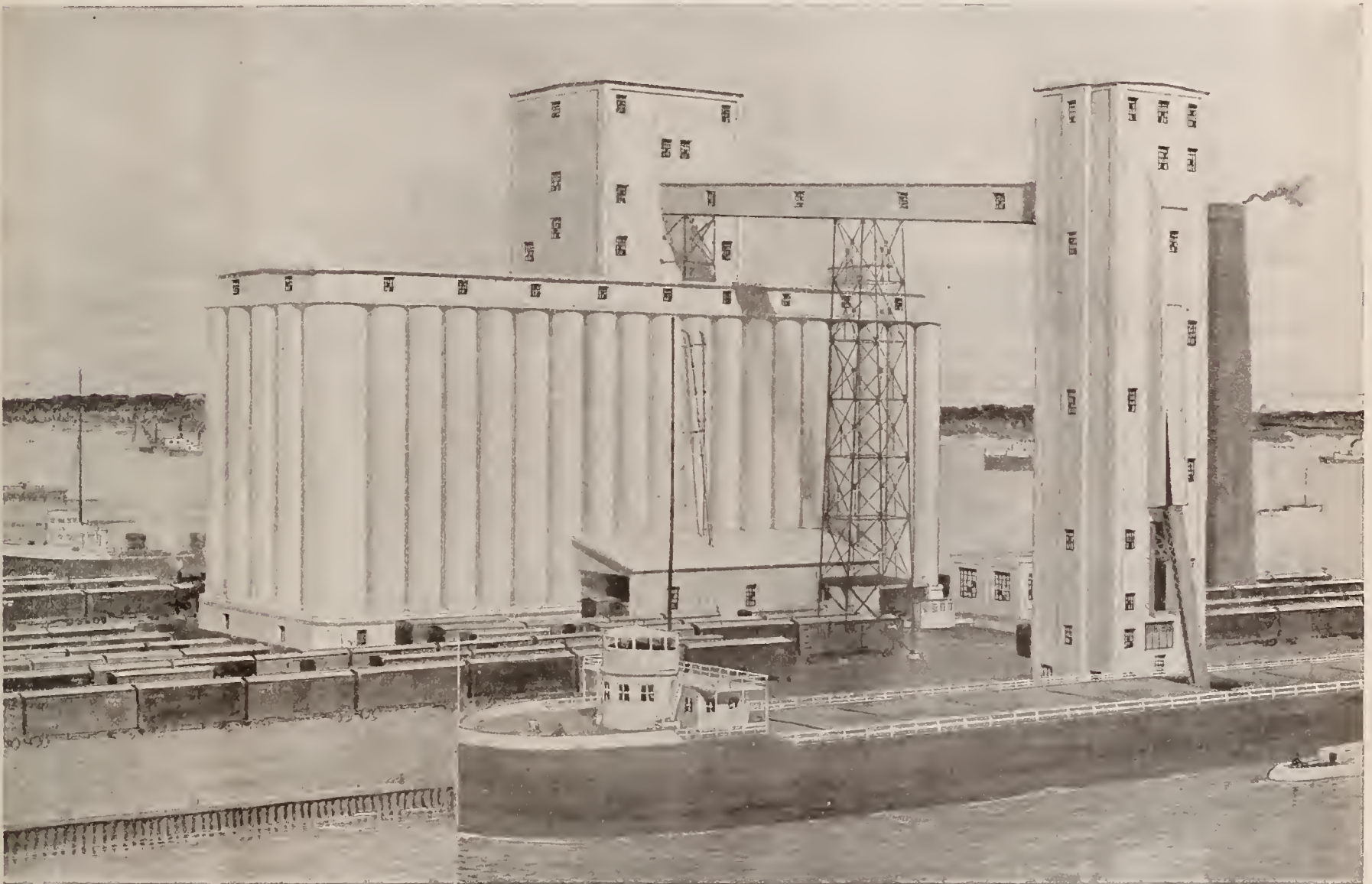
SPRINGFIELD, OHIO

SCIENTIFIC

# REXALL

## CONVEYOR and ELEVATOR BELT

**DELIVERS THE GOODS IN THIS ELEVATOR BECAUSE IT IS NEAREST 100% EFFICIENT—AND WILL KEEP ON DELIVERING. THE PLYS DO NOT SEPARATE AND IT IS SPECIALLY BUILT TO DO YOUR WORK.**



**NEW 1,500,000-BUSHEL ELEVATOR OF ERIE & WESTERN TRANSPORTATION COMPANY, ERIE, PA., WHICH IS EQUIPPED WITH 3,722 FEET OF REXALL BELTING**

**YOUR FAITH IN REXALL IS SAFE, BECAUSE IT STACKS UP TO THE HIGHEST STANDARDS OF BELTING ECONOMY TODAY**

*Remember Rexall Conveyor Belt is constructed of the same high grade 37 1-2 oz. Special Duck used in our Elevator Leg Belt.*

## **IMPERIAL BELTING CO., CHICAGO**

*Also 42 Broadway, New York*

*525 Market St., San Francisco  
616 Newhouse Bldg., Salt Lake City*

# Rogers Grain Company

*Commission*  
*Buyers      Shippers*

Old.  
Reliable.  
Up-to-date.  
Competent.  
Responsible.

*All Branches of the Grain Business*

**Fourth Floor Postal Telegraph Bldg.  
CHICAGO**



## IN THE MOST MODERN HANDLING PLANTS

Throughout the United States and Canada, Thousands of Chain Drives  
Are Transmitting Hundreds of Thousands of Horse Power to—

FREIGHT AND PASSENGER ELEVATORS  
POWER GRAIN SHOVELS  
GRAIN CONVEYOR BELTS  
CLEANING MACHINERY  
SIMPLEX SCREENING GRINDERS  
CAR PULLERS  
DUST COLLECTOR FANS

MORRIS GRAIN DRIER FANS  
RECEIVING LEG DRIVES  
SHIPPING LEG DRIVES  
CLEANER LEG DRIVES  
SCREENING LEG DRIVES  
MARINE LEG DRIVES  
AND INNUMERABLE OTHER PROCESSES  
IN THE HANDING OF GRAIN

And in every case the drives which are being used and which in all cases have made good because of their efficiency, durability and smoothness in operation, are

# MORSE SILENT CHAINS

*From  $\frac{1}{4}$  H. P. to 5,000 H. P., the only 99% Efficient Power Transmission*

The equipment of the new elevator at Erie, Pa., recently completed for the Erie & Western Transportation Co., (an article on which will be found on the first reading page of this publication), is but one of a dozen big orders for elevator drives which have left our shops within the past few months.

*Only by laying your transmission problems before our transmission engineers can you get the MOST out of your handling equipment.*

The MOST is little  
enough just now.

**MORSE  
CHAIN  
CO.**

Ithaca, N. Y.

*Largest Manufacturers of  
Silent Chains  
in the World*



**POWERFUL  
SILENT ENDURING**

# BUFFALO

*and*

# URMSTON GRAIN CO.

A combination of a firm name and market that stands for Service, Dependability and Satisfaction.

It is to your interest to keep in close touch with our offices on Wheat, Corn, Oats and Rye.



**"Follow the Flag"**

**SIMONS, DAY  
& Co.****GRAIN, PROVISIONS, STOCKS, BONDS****322-330 Postal Telegraph Building  
CHICAGO****Consignments and Offers of Cash Grain to Arrive Solicited**

Our fast service over our direct wires between Chicago, New York, Baltimore, Buffalo, Milwaukee, Peoria, Illinois and Iowa points is of a decided advantage to you. We cover a large territory, which enables us to suggest larger returns when premiums ruling in any of the above markets are particularly attractive.

**BRANCH OFFICES AT****ACKLEY  
WATERLOO  
CEDAR RAPIDS  
WASHINGTON** } **Iowa****EARLVILLE  
PRINCETON  
STERLING  
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MILWAUKEE****Get In Touch With Us****We Specialize in****Feed Barley  
Milo Maize  
Kaffir Corn  
Mill Feed  
Chicken Wheat**

We are especially equipped to supply all orders filled to suit buyers of split or straight cars.

Our privately owned elevator is especially equipped for sacked or bulked grain.

**SHIPPING A SPECIALTY****We handle large quantities for both export and domestic trade.****WRITE US YOUR NEEDS****WESTERN GRAIN COMPANY****Gibraltar Bldg.****Kansas City, Mo.**

# Chas. England & Co.

## GRAIN and HAY

### Receivers and Commission Merchants

Chamber of Commerce, Baltimore

# BARTLETT FRAZIER CO.

## GRAIN MERCHANTS

Consignments  
Solicited

Western Union Bldg.  
Chicago

Future Orders  
Executed

Telephone Wabash 2317

### Receivers—Shippers—Exporters

OUR elevator capacity is above 8,500,000 bushels, with terminal houses at Chicago, Indiana Harbor, Minneapolis and Manitowoc.

MEMBERS OF GRAIN EXCHANGES OF  
Chicago, Minneapolis, Duluth, Winnipeg,  
New York, Baltimore, St. Louis, Kansas  
City and Omaha.

Cash and Future Orders Executed in All Markets.

Private Wire System

Our Facilities for Gathering and Distributing Crop and Market  
News are Unexcelled.

## Wagner 1917-18 Grain Letters

Use Wagner Cash Grain Service  
Write or Wire Jim Fones

Frank Crane defines Conviction as an automatic conclusion of the mind after honest consideration.

The Wagner Letters answer this description. We send them free to contemplative investors.

### E. W. Wagner & Co.

Established 29 Years

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SUITE 706, 208 S. LA SALLE ST.  
Continental and Commercial Bank Building  
CHICAGO

# ARMOUR Grain Co.

## GRAIN DEALERS

CONSIGNMENTS SOLICITED

This department is fully equipped in every way to give the very best service in Chicago.

208 South La Salle St., CHICAGO

# Moore-Seaver Grain Co.

KANSAS CITY, MO.

## Corn and Oats

Receivers and Shippers

“Let Us Serve You”

BRANCH OFFICES:

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Des Moines, Iowa

Members:

Chicago Board of Trade  
Kansas City Board of Trade  
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## We Can Now Serve You Best

The completion this year of additional storage and latest improvement to Elevator “E” gives us a total storage capacity of 1,650,000 bushels, the largest grain elevator in the Milwaukee Terminal Market.

This elevator has both rail and water shipping facilities and is now fully equipped with the most modern and efficient grain handling machinery including cleaners, clippers, automatic sacking scale, a drier of 2,000 bushels’ capacity per hour and a 4,000 bushel bleacher.

This, together with our Hammond, Ind., elevator with its oats capacity of 500,000 bushels, gives us splendid storage facilities and makes our organization more and more important to grain shippers, grain consignors and grain buyers than it has ever been before.

We appreciate the generous patronage of our many customers during the past and with our new increased facilities for handling incoming shipments and outgoing shipments can serve the trade with more efficiency and satisfaction—but we are looking for more business.

Eastern buyers will find it very profitable to confer with us now. Western shippers will do well to keep in touch with us.

## TAYLOR & BOURNIQUE COMPANY

Grain Merchants

MILWAUKEE, WISCONSIN

Branches: CHICAGO, 302 Postal Telegraph Bldg.  
BUFFALO, 636 Chamber of Commerce

BOSTON, 510 Chamber of Commerce  
SIOUX CITY, 609 Davidson Bldg.

NEW YORK, 355 Produce Exchange  
PHILADELPHIA, 304 LaFayette Bldg.

Also Members of the Minneapolis Chamber of Commerce

# The Corn Exchange National Bank

OF CHICAGO

Capital	-	\$3,000,000.00
Surplus	-	5,000,000.00
Undivided Profits		2,354,549.18

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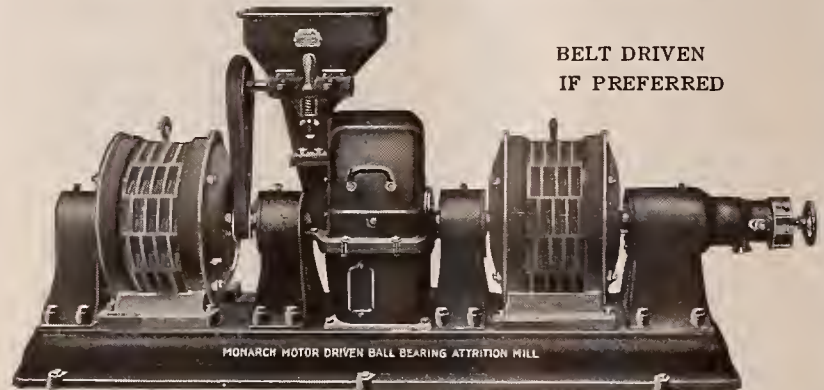
Accounts of grain elevator operators and commission men  
throughout the country respectfully solicited

# Keeping the Work Going

Means much in profits. Idle equipment is not only expensive, but the work stops with it.

By the time a customer unloads his foodstuff at the front door and drives around to the back, he can start loading feed—if the grinding is done on

## The Monarch Ball Bearing Attrition Mill



BELT DRIVEN  
IF PREFERRED

Furthermore—with uninterrupted service in view, every part of a MONARCH mill is standardized, so that should repairs ever become necessary they can be easily made without delay.

This is only a small part of MONARCH efficiency—leading to pleasure and profit in feed milling. Write for catalog D-No. 115. It tells the whole story.

## Sprout, Waldron and Company

Main Office and Works: Muncy, Pa.

P. O. Box 320

CHICAGO OFFICE: No. 9 So. CLINTON ST.

THE YEAR 1850 marked an important epoch in the history of the Lake Port of Buffalo. Marine and related interests had increased to such an extent that additional banking accommodations were urgently required. To serve this financial need this institution was organized August 15th of that year and was named "The Marine Bank" by its founders. Today its activities lie in diversified lines of trade, but it maintains a leading position by furnishing an ample and thorough service to all its clients.

## THE MARINE NATIONAL BANK OF BUFFALO

SIXTY-SEVEN YEARS OF SERVICE

CAPITAL, SURPLUS,  
AND PROFITS *Ten Million Dollars*

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER

SOLD BY ALL MILL FURNISHERS



Not  
An  
Experiment

All Metal Steam Dryer

## IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY,  
BREWERS' GRITS AND MEAL,  
AND ALL CEREAL PRODUCTS  
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

THE CUTLER CO., North Wilbraham, Mass.

CATALOG ON REQUEST

# The Biggest Corn Crop On Record

## Frostbitten and Immature

Meaning:

Lots of Soft Corn—Needing Drying

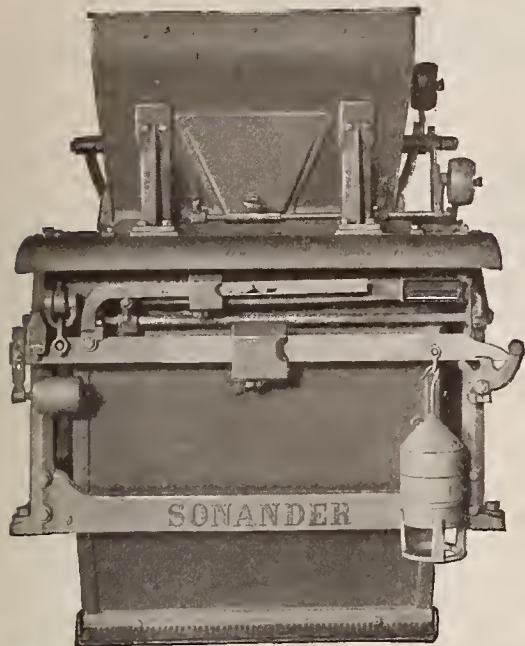
## HESS DRIERS and CONDITIONERS

will protect and save that corn.  
Are you equipped? Ask us about  
it now, before the corn is on hand.

## Hess Warming & Ventilating Co.

1210 Tacoma Bldg., Chicago

Moisture testers and grain sieves, also



Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

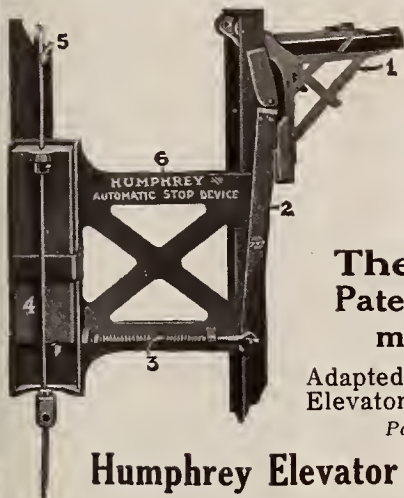
**Howe Scale Co. of Illinois**

418 So. Third St., Minneapolis, Minn. C. A. Fitch, Mgr.  
409 Fourth St., St. Louis, Mo. F. L. Rogles, Mgr.  
1510 Main St., Kansas City, Mo. W. C. Peak, Mgr.

**Pacific Scale & Supply Co.**  
For Washington, Oregon and Idaho

46 Front St., Portland, Ore. Wm. Schweizerhof, Mgr.  
546 First Ave., So. Seattle, Wash.

## HUMPHREY EMPLOYEE'S ELEVATOR



*The World's  
Standard Belt  
Man-Lift*

Endorsed and specified  
by the best engineer-  
ing and construction  
companies.

**The HUMPHREY  
Patented Strictly Auto-  
matic Stop Device**

Adapted for use on all new and old  
Elevators of this type.

Particulars on application.

**Humphrey Elevator Co.,** Sole Manufacturers...  
FARIBAULT - MINN



## Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES**

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION  
MACHINERY, ROLL GRINDING AND CORRUGATING

**Largest Factory and Stock in Western Country**

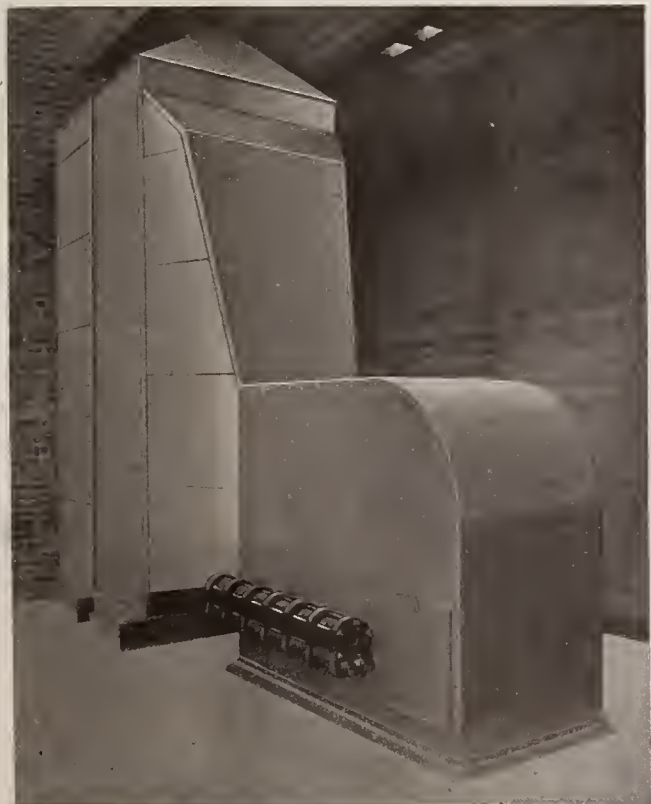
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General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Sales Room  
1221-1223 Union Ave  
KANSAS CITY, MO.

## THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



A mill installation of a small  
ELLIS CONTINUOUS FEED DRIER

## Advanced Ideas

The main point of difference between the ordinary and the high class article is that the one embodies stationary and the other advanced ideas. Grain driers are no exception to the rule and if you are interested in a high class drying apparatus we would be glad to correspond with you.

**The Ellis Drier Company**

Postal Telegraph Building

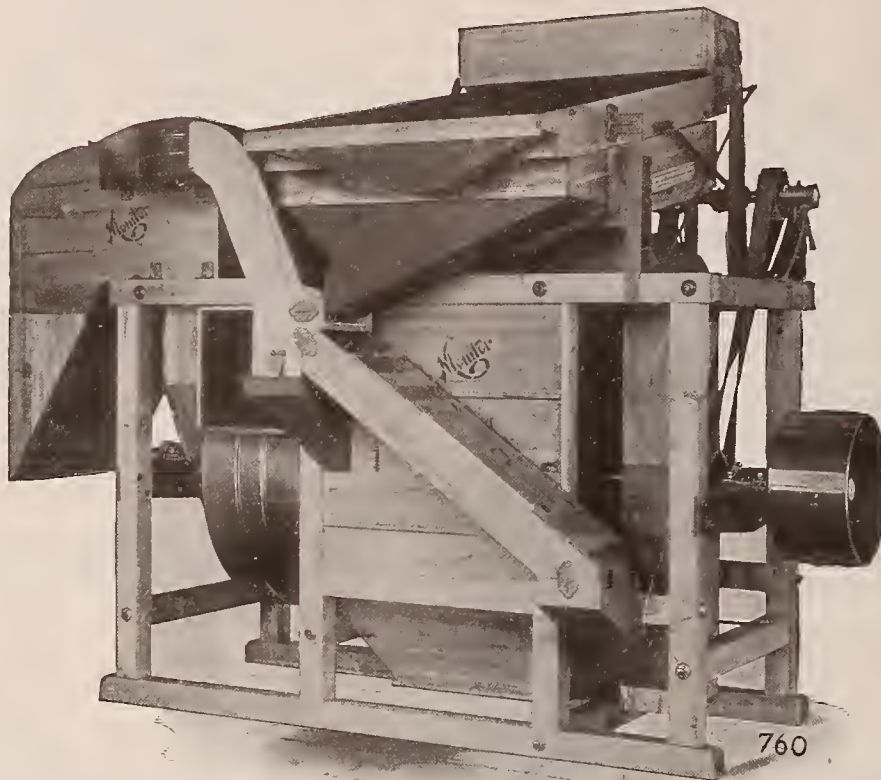
GRAIN  
DRIERS

Chicago, Ill.

OAT  
PURIFIERS



**America's Best**



Featuring outstandingly advantageous improvements—the foremost widely endorsed, *proven* successes in Oat Clippers: heavy-service construction, surpassing quality of materials and workmanship, pleasing simplicity and ease of operation, true uniformity in performance, dependability and durability are features that appeal to the critical, experienced purchaser.

## 3-in-1



### Oat Clipper

Klean Klipping Klippers—the very *most* in perfect, non-wasteful oat clipping work for the *least* in power, care and expense. We find it unnecessary to make any fancy or exaggerated claims for the “Monitor”—their performance in hundreds of Elevators, distinguishes them as leaders. See our literature—ask for new Catalog No. 58.

### Smutter

This same Machine answers splendidly as a Scourer for smutty, or off-grade wheat. There are times when Oat Clipper users would like to scour and polish consignments of wheat, which one of these Machines would put to better grade value with a gratifying profit to the operator. Consider its advantages as a “straight” Oat Clipper, also, as a Smutter, nothing quite so efficient has ever been demonstrated.

### Grain Cleaner

Again, this 3-in-1 “Monitor,” aside from being an incomparably perfect Oat Clipper and genuinely superior Smutter, is, *also*, a Grain Cleaner—by the use of “Carry-by Spout,” the operator can obtain two repeated screen cleanings, also, two perfectly controlled air separations—thus, handling oats, wheat, corn, rye or in fact any kind of grain cleaning work without employing the clipping cylinder. Ask for literature.

**HUNTLEY MFG. CO., SILVER CREEK, N. Y.**

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVI.

CHICAGO, ILLINOIS, OCTOBER 15, 1917

NO. 4

# Erie, Pa., Resumes Place of Importance

## New 1,500,000-Bushel Elevator and Marine Tower Replaces Structures Destroyed by Fire—Important Distributing Point for Western Grain—Equipment Planned for Rapid and Economical Handling

THE Erie & Western Transportation Company has had, for many years past, facilities at Erie, Pa., for handling a comfortable share of the large movement of grain originating in the Northwest and shipped by boat for Eastern points. Unfortunately, however, the transportation company has been seriously crippled recently by fires. Two elevators have gone within two years by the holocaust route and last spring the marine tower also went up in smoke. The old marine tower had been depended upon to take care of the unloading for the new elevator shown in our illustration and which had been commenced early last year. Therefore an entire new marine tower was made necessary. The contract for its design and construction was placed with the Folwell-Ahlskog Company of Chicago, and the new plant is now finished and handling grain.

The new elevator is of reinforced concrete construction throughout and has a storage capacity of 1,500,000 bushels. Its ground dimensions are 75x240 feet with a height of 185 feet to the top of the

cupola. There are 30 circular bins with interstices and side pocket bins, each of the main bins being 20 feet diameter and 94 feet in height. The bins are supported by means of a series of concrete arches and piers extending to bed rock. Solid rock was found at approximately 18 to 24 feet below the ground surface. A square working house 48x48 is located above the bins approximately in the center of the structure.

The marine tower is 27x34 feet with height of 156 feet and its foundation is sunk to solid rock. The marine leg, said to be the largest on the Great Lakes, is 98 feet in length and has a capacity of 25,000 bushels per hour. This leg, equipped with 212 feet of 28-inch 7-ply belting, elevates the grain from vessels to the marine tower and discharges it at the head into a garner located over a 400-bushel hopper scale.

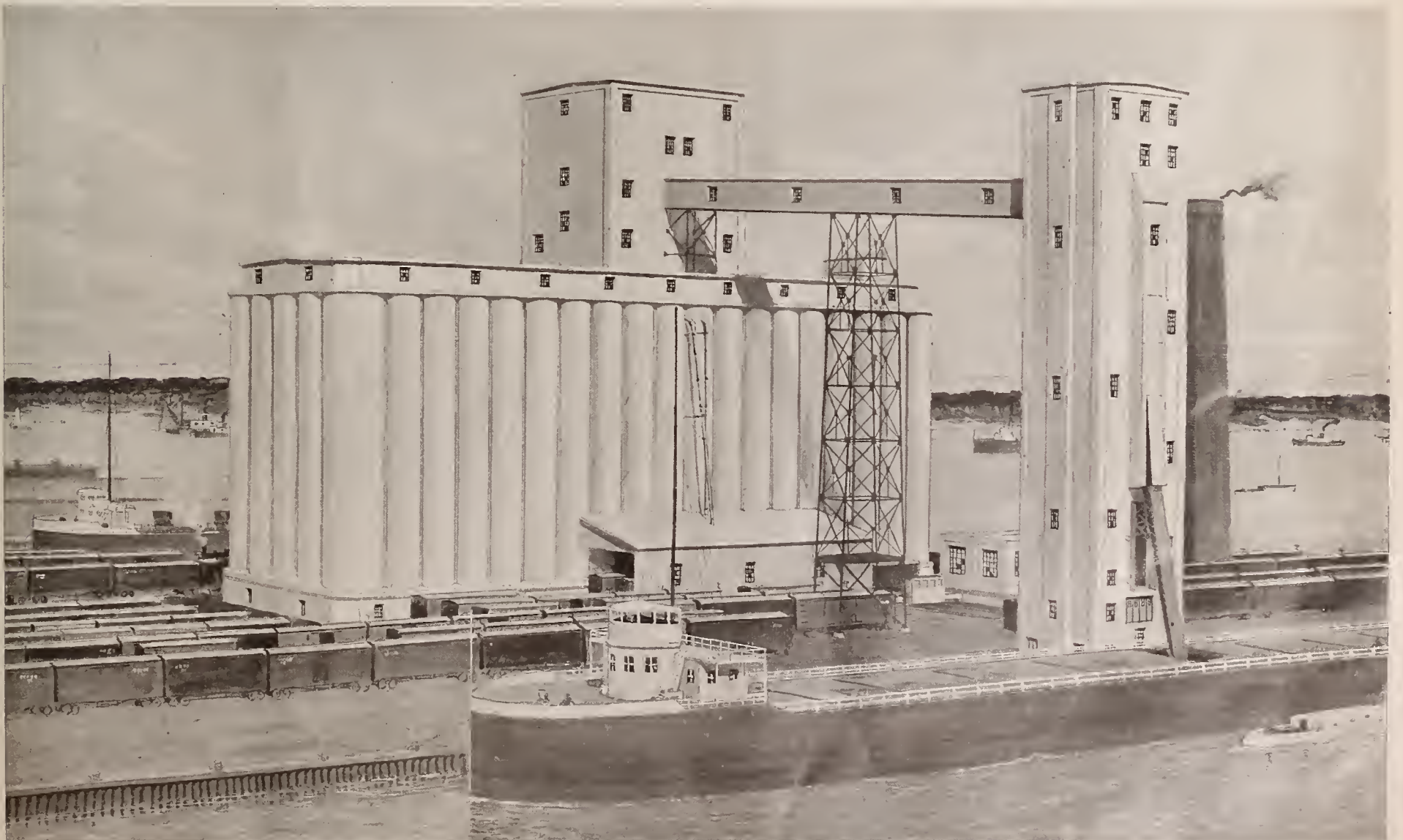
From the scale the grain is dumped into a second garner below, which discharges to a 25,000-bushel per hour lofter leg. This leg, equipped with 312 feet of 38-inch 6-ply belting, elevates the grain to

the top of the marine tower, and discharges it into a third garner, directly under the head. The uppermost garner is provided with a spout to 48-inch 4-ply belt conveyor running through a 150-foot steel gallery to the working house where it discharges to distributing spouts located in the workhouse. These spouts connect with five 40-inch belt conveyors to any of the bins.

The storage house is equipped with two 15,000-bushel per hour elevator legs which discharge to two 2,500-bushel garner over two 2,000-bushel hopper scales. Cars are loaded by means of two car loading spouts and there is also one receiving pit with belt conveyor for receiving grain by cars, but the bulk of grain is, of course, received from boats.

Shipping is facilitated by means of four 36-inch Rexall Belt Conveyors, installed in the basement and discharging to the two 15,000-bushel elevator legs.

A special feature of the elevator, required by local conditions, is the installation of a 25-ton 50-foot transfer table operated by power, by which incoming empty cars are transferred to either of two shipping



NEW ELEVATOR OF THE ERIE & WESTERN TRANSPORTATION COMPANY, ERIE, PA.  
Designed and Constructed by The Folwell-Ahlskog Company, Chicago, Ill.

out tracks. This obviates the necessity of switching. All legs and machines are operated by individual motors.

The machinery for the marine tower was supplied by the Webster Manufacturing Company of Tiffin, Ohio, and that of the storage house by the Weller Manufacturing Company of Chicago.

The elevator which is of exceptionally large capacity for receiving grain from boats and discharging to cars is one of the most up-to-date on the Great Lakes. It has proven itself very economical in operation and forms an important link in the transportation facilities of the Pennsylvania Railroad which controls the Erie & Western Transportation Company.

Altogether there is a total of 3,722 feet of Rexall Belting used in this elevator, running from 26 inches to 48 inches in width and from 4-ply to 7-ply. The belting was supplied by the Imperial Belting Company of Chicago.

One feature of the house which will prove of interest to elevator operators is the power and transmission data for the different units of the elevator.

All elevator legs except the loftier leg are operated by means of rope drive.

The loftier leg requires one 125-horsepower drive 580 revolutions per minute to 97½ revolutions, on 72-inch centers, the single driving chain being 17.75 feet long by 12 inches wide.

The shovels are operated by one 50-horsepower drive 580 revolutions to 106 revolutions per minute on 60-inch centers, the single driving chain being 17.5 feet long by 5½ inches wide.

The hoist has one 25-horsepower drive 690 revolutions to 188 revolutions per minute on 54-inch centers, the single driving chain being 13.6 feet long by 3½ inches wide.

The pusher has one 15-horsepower drive 860 revolutions to 188 revolutions per minute on 54-inch centers, the single driving chain being 13.20 feet long by 3 inches wide. The chains are of the silent drive variety and were furnished by the Morse Chain Company of Ithaca, N. Y.

CANADIAN SCREENINGS  
EMBARGOED

By an order in council dated September 18, the exportation of screenings from Canada to the United States is prohibited. The embargo applies to all countries except the United Kingdom and British possessions.

For some years the elevators at Port Arthur and Fort William have made a practice of cleaning the wheat received from Western provinces and the screenings have been sold at a flat price to American dealers who converted them into feed of various kinds. The screenings are separated into three grades:

A, or buckwheat screenings, are composed of whole or broken wheat, buckwheat, flax, some oats and barley and a small percentage of the larger weed seeds;

B—Composed of weed seeds, mustard, etc.;

C—Composed of chaff, some grain and dust. It is the "A" or buckwheat screenings that is being recommended as suitable for feeding purposes. The following analysis of a sample, as submitted, has been supplied by the Dominion seed branch: Wheat, 47 per cent; oats and barley (chiefly oats), 6.8 per cent; flax, 1.42 per cent; wild buckwheat, 36.52 per cent; wild oats, 2.52 per cent; weed seeds, 2.18 per cent; chaff, 3.56 per cent.

The samples vary somewhat, some having shown as high as 55 per cent wheat, with a corresponding reduction in buckwheat.

With the embargo order, the question arose as to how best to dispose of the screenings in Canada. Their feeding value has been recognized for some time but they have not been used in the Dominion.

On September 28 a meeting was held at Winnipeg for the purpose of determining what to do with them. Stockmen were present and declared they wanted and needed the screenings. The elevator and grain men said they could have them if they could be shipped West from the Head of the Lakes

and if they would guarantee to take them when they were shipped.

T. H. Crerar, president of the Grain Growers Grain Company, declared that the elevator of his company at Fort William turned out 7,000 to 8,000 tons of screenings per year but as they had no facilities for separating them and grinding them into feed, they were shipped to the States.

It was suggested that the Dominion Department of Agriculture take all the screenings, separate them and prepare them for feed and sell them to the farmers. This suggestion is now under consideration at Ottawa.

ELEVATOR CONTROL AGREEMENT

The Food Administration is endeavoring, so far as possible, to control the trade in wheat by advice and agreement rather than by arbitrary dicta. A fixed price and elimination of speculation were necessary, but wherever efficient control can be obtained otherwise, it is the fixed policy of the Administration not to interfere with the regular channels of grain distribution.

The agreement which the Administration is asking elevators to sign, and which it is expected that practically every elevator will sign rather than court the danger of the Grain Corporation taking over all plants arbitrarily, gives the Food Controller practical control over the elevator if it becomes necessary, but as Mr. Barnes explained in his address at Buffalo, this is for emergency only and it is not expected that the authority granted in the agreement will have to be exercised. The agreement is as follows:

FOOD ADMINISTRATION GRAIN CORPORATION  
AGREEMENT

(Please execute two contracts, return both to the Food Administration Grain Corporation, 42 Broadway, New York, and one contract executed by them will be returned to you.)

**THIS AGREEMENT**, made and entered into this ..... day of ..... 1917, between the FOOD ADMINISTRATION GRAIN CORPORATION (hereinafter called the "Grain Corporation"), party of the first part, and the undersigned (hereinafter called the "Proprietor"), party of the second part:

**WITNESSETH:**

WHEREAS, the Grain Corporation has been created, and is being used, by the President of the United States, as an agency to carry out the provisions of an Act of Congress, approved August 10th, 1917, known as the Food Control Act;

WHEREAS, the undersigned..... is the proprietor of an elevator located at..... capacity.....bu.; character of plant (wood, steel, concrete, tile), or list of elevators attached..... and made a part hereof (hereinafter, whether one or more, called the "Elevator"), which is maintained and used for the storage of wheat, and the Proprietor is desirous of aiding and promoting the efficient administration of said Act and of securing the purposes thereby to be accomplished;

NOW, THEREFORE, in consideration of the premises, it is agreed between the parties hereto as follows:

First: (a) The Proprietor grants unto the Grain Corporation the right, at any time, to direct the retention in the Elevator of all or any part of such stocks of wheat owned by the Proprietor as may at the time of such direction be in the Elevator, and similarly to direct the retention of stocks of wheat which may be accumulated in his ownership at any time thereafter, and the Proprietor agrees to abide by and perform such direction, and the Grain Corporation agrees to pay the Proprietor from the date of such retention until relinquished or the grain is shipped or delivered in accordance with its direction, at rate of one-fifteenth (1/15) cent per bushel per day, which rate covers storage, insurance and interest.

(b) In respect to all wheat retained by the direction of the Grain Corporation, the Proprietor grants unto the Grain Corporation the right to direct the shipment and delivery thereof, and the Proprietor agrees to abide by and perform such direction, and the Grain Corporation agrees to adjust freight and prices so that the net returns to the Proprietor f. o. b. the Elevator shall be the same as if shipped to the Grain Corporation's basic terminal market customarily used before the exercise by the Grain Corporation of this right of direction;

(c) The Proprietor grants unto the Grain Corporation the right at any time and from time to time to engage and reserve all or any portion of the empty

storage space in the Elevator for the purposes directed by the Grain Corporation, and the Proprietor agrees to abide by and perform such engagement, reservation and direction, and the Grain Corporation agrees to pay the Proprietor therefor, during such period of engagement and reservation, a fair rate of storage; and as actual grain accumulates in such space, the storage, insurance and interest, as provided in clause (a) above.

Second: As additional consideration for the grants and agreements of the Proprietor aforesaid, the Grain Corporation agrees that it will protect the Proprietor against any decline which may take place at any time in the Grain Corporation's price-basis at the said terminal, to the extent of the unsold wheat belonging to the Proprietor in the Elevator or en route from the Elevator to the terminal.

Third: It is understood and agreed between the parties hereto that, except as herein expressly provided otherwise, the Proprietor shall be free to continue the conduct of his lawful business, as if this agreement did not exist.

Fourth: This agreement shall remain in force during the effective period of said Food Control Act, unless sooner terminated by the Grain Corporation as provided in Article Fifth hereof.

Fifth: This agreement may be terminated by the Grain Corporation at any time by giving thirty days previous notice thereof to the Proprietor and in case such notice of termination is given, the Grain Corporation agrees to protect the Proprietor, in respect to all his stocks of wheat in the Elevator at the date of such notice, against any decline in the Grain Corporation price-basis as provided in Article Second hereof.

WITNESS our hands and seals the day and year first above written.

FOOD ADMINISTRATION GRAIN CORPORATION.  
By.....  
Attest:..... President.  
..... Secretary.  
.....  
(Elevator sign here)

Witness:  
.....  
.....

FOREIGN DEMAND FOR CEREALS

The Food Administration has made a thorough investigation of the crop prospects, the resources and the needs of foreign countries this year, and has issued the following statement:

The 1917 harvest is now so far advanced that we may compare it with previous production and with the demands which are going to be made on it.

The following table is given to show the normal peace sources of the annual supplies of France, Italy, the United Kingdom, and Belgium, being an average of the three-year pre-war period:

Commodity.	Production. (Thousand Bushels.)	Imports from United States. (Thousand Bushels.)	Imports from Canada. (Thousand Bushels.)	Net Imports Other Sources. (Thousand Bushels.)	Consumption. (Thousand Bushels.)
Wheat .....	590,675	79,426	112,900	188,478	974,485
Corn .....	121,109	10,811	.....	135,675	266,596
Oats .....	570,890	6,783	16,580	88,612	682,865
Barley .....	125,201	4,946	6,660	63,030	199,793
Rye .....	78,573	567	60	11,309	90,537

Totals ....1,486,448 102,533 136,200 487,134 2,214,276

It will be seen from the above that the normal imports of wheat are 381,000,000 bushels and of other cereals 345,000,000 bushels. The estimate of the 1917 harvest in the Allied countries, based upon crop reports from these countries, is as follows:

Commodity.	Probable 1917 Production. (Thousand Bushels.)	Average Normal Production. (Thousand Bushels.)	Deficiency in Production Due to War. (Thousand Bushels.)
Wheat .....	393,770	590,675	196,905
Corn .....	94,464	121,109	26,645
Oats .....	337,235	570,890	233,655
Barley .....	93,585	125,201	31,616
Rye .....	41,732	78,573	36,841
Totals .....	960,786	1,486,448	525,662

In order to provide normal consumption it would therefore be necessary to import in the next twelve months a total of 577,000,000 bushels of wheat and 674,000,000 bushels of other cereals.

Our crops, especially our corn crop, cannot yet be considered as certain, but if all mature safely, North America will have an apparent surplus of

## Grain Handling and Selling in New England

BY JAMES F. HOBART

wheat of 208,000,000 bushels and of other cereals of about 950,000,000 bushels.

The prospective position of our own and the Canadian harvest is as follows:

Commodity.	Probable United States, 1917. (Thousand Bushels.)	Average Normal United States Consumption. (Thousand Bushels.)	Probable United States Surplus. (Thousand Bushels.)	Add Possible Canadian Surplus. (Thousand Bushels.)
Wheat ...	678,000	509,304	88,000	120,000
Corn .....	3,124,000	2,653,698	470,000	62,000
Oats .....	1,453,000	1,148,713	304,000	30,000
Barley ...	214,000	178,829	35,000	9,000
Rye .....	56,100	35,866	20,200	18,000
Totals ..	5,525,100	4,607,410	917,200	239,000

The Allies are isolated from those markets, other than Canada and the United States, on which they were accustomed to rely before the war. The Russian supply cannot be got out. Bulgarian and Roumanian supplies are in the hands of the Central Empires. The voyage from Australia and India is three times as long, and therefore requires three times as many tons of shipping, as is required from North Atlantic ports. It is also twice as dangerous, because of the longer exposure to submarine attack. There has been a large failure in the South American countries, and the new harvest from that quarter will not be available in Europe until next Spring. As already said, all the Allied countries are, and have been for some time, rigorously administering and economizing their food. In Belgium, the Relief Commission has been compelled to reduce the consumption of cereals by nearly 50 per cent; this brings the food supply so low that the population are incapable of labor.

From the above tables it will be seen that on normal bases of consumption the total Allied wheat import requirements are 577,000,000 bushels, against a North American surplus of 208,000,000 bushels—and from our United States supplies we must reserve a certain amount for neutrals from which we receive vital supplies and also an amount to protect our exports of these cereals 20 times. How is therefore on normal consumption a deficit of over 400,000,000 bushels.

In the other cereals used in Europe mostly for animal feed, the import necessities of the Allies on normal consumption bases are about 674,000,000 bushels, against a North American surplus of 950,000,000 bushels; but again a reserve for neutrals and increased "carry over" will absorb all the margin. In any event, it means we must multiply our exports of these cereals 20 times. However, upon the basis of our present crop prospects we should be able to supply their requirements in cereals other than wheat.

The situation in wheat is one of great difficulty and concern, and must be met by an elimination of waste and reduction of consumption on the part of the Allied peoples and ourselves,—in one word, by an effective administration of the available supply. The Allies are unable to use other cereals alone for bread. They can use them only as added to wheat flour to make the war bread now in universal use in European countries. Except in Italy, whose people normally consume much corn, our Allies have few corn mills, and cornmeal is not a durable commodity and therefore cannot be shipped in great quantities.

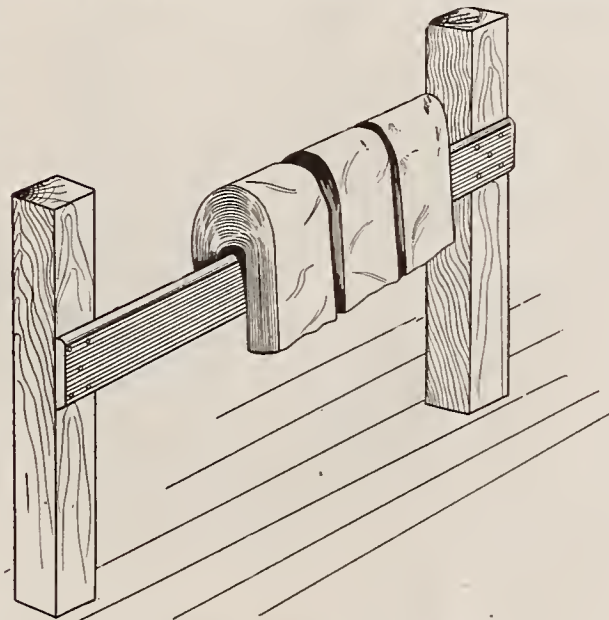
## GUARDING THE SEED SUPPLY

In all the grain states committees are at work securing adequate seed stocks for next year. The committees will secure data regarding seed surpluses and shortages, and will purchase seed in quantity where any serious shortage exists. State colleges and agricultural departments are co-operating in the work by acting as media for the exchange of information in regard to seed. In Iowa 400,000 bushels of fine seed wheat have already been located and an active campaign reaching every farmer is in progress. The committee will also give attention to garden and clover seed and treatment for oat smut.

THE writer has not been in any section of the country where "Westward Ho!" has done more to revolutionize grain trade methods than in Massachusetts and New Hampshire. In each of the above states, there used to be many thriving grist mills, usually one or two in each village. But, in my travels recently through the states mentioned, it was hard to find a single mill which was doing business in the old way, receiving grain from the farmers, grinding same into flour or meal and usually "taking toll" in payment for grinding.

In one Massachusetts town where there used to be two thriving mills for grinding grain, one mill had been removed altogether, replaced by a manufacturing plant which used the water power and premises. The other mill stood idle. It had not turned a wheel for several years, but stood there, all ready for work, provided the grain to be ground could be found and brought to the mill.

Several causes were apparent for this change in grain milling and selling. One cause in particular seems largely to blame—if it can be called blame—for the change. That cause is the gasoline engine



HANGING UP EMPTY GRAIN SACKS

and also the electric motor. The development of the gasoline engine has made it possible for each farmer, who formerly depended upon the village grist mill for his feed and meal, to put in a feed mill of his own and to grind his own grain on the premises without the expense and trouble of one or more miles of double haulage and the cost of milling the grain.

The electric motor proves to be another prominent factor in the passing of the village grist mill. By putting in an electric motor, the principal grain dealer, in the town above referred to, was able to operate a feed mill in his store house which, being possessed of switching facilities, made it far cheaper for that dealer to grind his own meal and feed than to team it to the village mill, and back again.

The introduction of high tension electric transmission systems in a great many parts of the country has also been the death blow to many village grist mills. With a high tension line passing his farm the farmer quickly realizes the importance of transforming a little of the current down to a voltage which makes it possible to install electric motors and do all the stationary farm work therewith.

It goes without saying that the gas, or internal combustion engine is a great boon to farmers, but the electric motor is still a greater one. As good and as convenient as the gasoline engine has proven itself to be, it is not "in it" when compared with the convenience and utility of the electric motor. And the farmer who once has used both prime movers, the gasoline engine and the electric motor, is quick to recognize the fact and to do all the work possible with motors in preference to internal combustion engines.

Once the gasoline engine or the electric motor has been installed upon the farm, it is not long before a feed mill is procured and placed in commission; and then—away goes the business of the village mill.

In two instances, the writer has recently visited New Hampshire towns in which there used to be busy steam driven grist mills and elevators, but now the steam power is gone, an electric motor or two has replaced the busy line shaft and its load of pulleys and belts. The burrs and elevators are idle and little is done save to receive grain by the carload, sack and sell most of it and to grind a little into cattle and hen feeds with fancy catch names and gilt-edged prices.

One mill which stood in the center of a thriving city in southern New Hampshire, had been arranged with a high degree of engineering skill and a good deal of ingenuity. Although the mill and elevator stood close to the railroad tracks, it was necessary for the siding to be located on the side of the double tracks opposite to the mill and carloads of grain had to be unloaded on that side of the railroad and conveyed across the tracks to the storage bins in the mill.

Still further conditions met the designer of this mill and he was obliged to set up the grain elevator and hopper in a space four feet wide beyond the ends of the railroad ties, the right of way of the railroad company not extending beyond that limit. But the designing engineer met the conditions and did it well. The space being so narrow, there was no room for a weighing scale under the receiving hopper, therefore, a track scale was put in and the carload could be weighed before it was removed from the car and the car weighed out before it left its unloading position in front of the narrow elevator building.

Although the width of the building was limited, there was plenty of room the other way and the elevator building was made very long, extending along the track nearly 20 feet. In one end of the building, there was installed an elevator with 8-inch buckets, the elevator being necessarily placed parallel with the railroad tracks and as far therefrom as the width of right of way would permit.

Thus the grain slid into the elevator from the side and the receiving hopper was made larger with the elevator in that position than was possible had the elevator been placed in the usual position with its head and foot shafts parallel with the railroad tracks.

From the narrow elevator house, to the mill building, high above the railroad tracks, was built a covered bridge-like structure connecting the elevator building with the mill building. In this connecting building was placed a 10-inch screw conveyor which carried the grain from the elevator to the mill building, inside of which the grain was distributed to the usual storage bins or to the several grinding machines.

In the other end of the narrow elevator building there was a barrel or sack elevator, but it had been arranged for sacks only and no barrels were ever placed upon the machine. This sack elevator stood in the same manner as the grain elevator did, with its shaft crosswise of the railroad tracks. In the side of the elevator house, between the two elevators, very wide doors had been placed and when a carload of grain was to be sacked it was weighed on the track scales, the grain shoveled into sacks without further weighing, then the filled sacks were trucked through the wide doors and fed one at a time upon the sack elevator, upon which they went aloft to the connecting building above described.

In the connecting building there was a screw conveyor as already described to take care of the bulk grain, and there was also a flat belt conveyor about 18 inches wide, upon which the sacks fell after they had passed over the top of the sack elevator.

The belt conveyor whisked the sacks into the main building to a chute through which they slid down to storage space below, the connecting build-

ing and the conveyors above mentioned, being located on the fourth floor of the main building, in the top story in fact, and the sack chutes enabled sacks of grain to be deposited upon either one of the floors below and by means of moveable spouts or chutes, the sacks could be sent to parts of either floor at some distance from the place where the belt conveyor delivered the filled sacks.

A power platform elevator was installed near where the sack conveyor deposited material. This elevator formerly was belt driven from the main line of shafting which was attached to posts along the center of the building, close to the roof thereof. At present the belt which drove the platform elevator had been removed from its pulley on the main shaft and put upon the pulley of an electric motor so that the elevator could be driven independent of the line shaft.

The writer was advised that the milling and grinding portion of the mill had not been operated for several years on account of the death of one of the owners who, being a practical miller, operated the milling end of the business while the other partners attended to the buying and the selling.

Since the death of that partner there being no one to operate the milling portion of the business it had been allowed to go down and no part of the fine equipment of the mill was now used except the elevators and some of the storage bins, no grinding being done at all.

The above being the case, the power plant was removed and two little electric motors, in addition to the one which drove the elevator, was all the power plant necessary, the greater portion of the grain being sacked before it was removed from the car. The trouble with this way of selling grain seems to be in the fact that there is not a certain weight of grain in each sack, neither 80 or 100 pounds as is usually the case, but any random quantity as the sacks chanced to run.

To get over this difficulty, the grain was weighed out as sold, each sack being placed upon a platform scale, either at the time of delivery at the shipping platform, or during the leisure moments of the man in charge. When the grain sacks were thus weighed a tag with a wire hook attached, would be placed upon each sack as weighed and the net weight of grain in any sack would be marked upon the tag so that the total weight of grain in any number of sacks could be quickly determined without having to stop and weigh a lot of sacks of grain.

It was claimed that very little trouble was ever caused by rats and mice gnawing the grain sacks while stored away empty. This was prevented as shown by the sketch on the preceding page, the stacks being placed upon a ledger where there was no chance for rats to get at the sacks.

The ledgers, for long reaches, between posts, were made of 2x8 inch joists, planed, and the upper corners removed so as to leave about 1/8-inch face over which the bags or sacks could hang without the least danger of being cut or otherwise injured by sharp corners of the ledger.

For the shorter reaches, between posts closer together, 1x8 inch ledgers were used, and these, too, were planed all around and cornered on their upper edges. The sacks were thrown upon the ledgers from a man's shoulder, in packs of 100 each, and could be readily removed from the ledgers by one man, and as easily shouldered ready to be carried to the filling point.

## DEMURRAGE BECAUSE OF FEDERAL EMBARGO UPHOLD

BY SYDNEY A. HALE.

That demurrage accruing because a carrier declines to accept billing instructions for movement contrary to a Federal embargo is lawful is upheld by the Interstate Commerce Commission in its decision in the case of *Union Hay Company vs. C., St. P., M. & O. Railway et al.* [45 I. C. C. 597]. At issue in this particular controversy were the car service charges against a shipment of hay moving from a Wisconsin point to Chicago, refused there, and offered for reconsignment to St. Louis. On the day reconsignment was asked, the United States Government declared an embargo against Wisconsin

hay on account of reported foot-and-mouth disease infection. Complainant sought the recovery of demurrage accruing between the date reconsignment was demanded and the date when the hay was finally disposed of at Chicago. The Commission says that embargoes are in the interest of the public and the carrier incurs no liability to the shipper.

## LOYAL AMERICAN PASSES

To no class of our citizenship is more honor due than to those who, born in Germany, have made this country their home, accepted its spirit and traditions, and consecrated their lives and loyalty to its service.

Of such was Leonard Keilman of Dyer, Ind., who died last month at his home, honored and deeply regretted by the grain trade of his state of which he was a member.

Mr. Keilman was born in Hesse-Darmstadt, Germany, in 1833. His parents came to this country when he was seven years old, living first in Ohio and four years later moving to Lake County, Ind.,



LEONARD KEILMAN

where he has since made his home. In 1854 he was married and bought a farm where he has lived ever since, although his active business life has been spent in Dyer, where he attained success in a number of enterprises, among them a store and a lumber yard. In 1860 he began buying and shipping hay and grain, later taking up the milling business and assisting in the organization of the First National Bank of Dyer.

To the grain and hay business he devoted most of his time and was in his elevator office every day up to a few months before his death. Mr. Keilman's marriage was blessed with nine children of whom seven survive.

## HOW OFTEN DOES YOUR GASOLINE ENGINE EXPLODE PER MINUTE?

BY N. G. NEAR.

Gasoline and gas engines are used a great deal in grain elevators, and the prevailing type seems to be the hit-and-miss governor kind in which explosions are irregular. In other words, explosions occur in these engines only when needed to keep up the normal speed.

Has it ever occurred to you that it would be a good plan to count these explosions every once in a while in order to "keep tab" on the efficiency of the engine? It can be done, and in a very simple way.

Let us say that you have an engine which explodes 110 times per minute when pulling full load. Of course, it misses once in a while but that is necessary in all hit-and-miss types since otherwise the engine could not develop rated power.

At each explosion, remember, the engine consumes

a "definite amount" of gasoline. Even when the engine is pulling "zero load" each explosion consumes the same amount of gasoline.

It is therefore evident that it is worth while to count the explosions every once in a while, especially while the engine is running at zero load because then every explosion is wasted. The gasoline at such a time is consumed in running the engine itself—in overcoming internal friction. The fewer the explosions at zero load, therefore, the better.

Here is a rule that it would be well to apply for the determination of mechanical efficiency: Subtract the number of explosions made per minute while running at zero load from the number of explosions made per minute while running at full load and divide the remainder by the number of explosions per minute at full load. The quotient is the so-called "mechanical efficiency."

For example: If your engine explodes 110 times at full load and 25 times per minute at zero load, the difference is 85. In other words, only 85 out of the 110 explosions do "useful work." The mechanical efficiency, now, is found by dividing the 85 by 110, which gives an efficiency of 77.3 per cent.

Seventy-seven and three-tenths per cent is a common efficiency but there is no reason why it should not be more. Ninety per cent should be the goal of every gasoline engine operator and if you can reach it you are doing very well indeed. Maybe you can do better than that but you will have to "go some" as the expression is.

So, if you could reduce the number of explosions per minute, at zero load, down to 11 instead of 25 you will have attained an efficiency of 99 divided by 110 or 90 per cent.

Again, if the number of explosions at zero load could be reduced to even twenty the mechanical efficiency, as you can readily figure, would be increased to 81.8 per cent.

At the same time the power of the engine itself is increased in direct proportion to the number of "useful explosions." Thus for each explosion reduced while running at zero load you can add one to the useful explosions while running full load and naturally the power of the engine is bound to be increased.

For example, if the efficiency of the above engine could be increased to 90 per cent there would be 99 useful explosions whereas previously there were 85. You would thus have a net gain of 14 explosions. Dividing 14 by 85 we get 16.5 per cent increased power out of the same engine without the use of one whit more gasoline. In other words, if the power of the engine previously was 25 horsepower it would be increased to a trifle over 29 horsepower.

To reduce the number of explosions at zero load it is essential to reduce the internal and external friction to the very minimum. Plenty of good lubricant will assist immensely. A properly fitted piston is very necessary. And now that there are so many good leakproof piston rings on the market they should be used to assist in keeping in the compressed gases. All bearings, shafts, and gears should be well oiled and aligned. If the engine is a belt drive engine it should be assisted by a slack drive belt rather than hindered by a tight one. If there is anything that eats up power it is a main belt that is too tight. Of course, a belt is not a part of the engine and belt friction really is not a part of the internal friction of the engine. When the engine is operated at zero load the belt should be thrown off entirely, or if there is a clutch connection the clutch should be thrown out.

I trust, now, that I have made it perfectly clear why the number of explosions at zero load should be as small as possible. This is an important point and at the same time a simple one. It can be remembered without any effort. Besides, you don't need any of these "high falutin'" instruments to test the engine. Just take out your watch and count the explosions for a minute and that's all. After the minimum number of explosions has been produced by careful cleaning and manipulation the engine should be tested out every month or so and kept at its most efficient point.

# Grain Dealers National Convention

**T**HE Twenty-First Annual Convention of the Grain Dealers National Association at Buffalo on September 24, 25 and 26, 1917, will go down into history primarily as a war-time convention, with a war-time program including as speakers, several of our own Government officials and the Canadian Minister of Trade and Commerce. Moreover, those in attendance evidenced a patriotically inspired spirit wholly in keeping with the times and in numbers exceeded the most sanguine expectations. There were 1180 registered (including ladies), a total which exceeds slightly the 1178 direct and associate members of the Association. It should also be recorded that Buffalo set a new high-mark for hospitality. The entertainment features were lavish, well-arranged and excellently carried out.

## Opening Session

The gavel sounded at 10 o'clock a. m., Monday, September 24.

**President Eikenberry:** The twenty-first annual meeting of the Grain Dealers National Association will now be in order. The devotional exercises appropriate to the opening of the convention will be conducted by Rev. George Frederick Williams of this city.

**Dr. Williams:** Will you please rise and let us join in singing the first two and the last stanzas of our national hymn *America*?

[Convention stood and sang *America*.]

## THE INVOCATION

**Dr. Williams:** Oh, God, our Heavenly Father, who didst promise to Thy people of old that Thou wouldst lead them into a good land and a large, a land that flowed with milk and honey, a land where they might eat bread without scarceness, whose stones were iron and out of whose hills they might dig brass: Behold, in these latter days Thou hast brought this, Thy people, into such a land, far stretching in its vastness, gifted with all that makes life glad and cheerful, blessed by the hand of Thy providence, teeming and full to overflowing with Thy gifts. Blessed are we with the golden harvest of Thy good things spread by Thy bounty for the table of man.

We give Thee humble thanks for these, Thy mercies to us, this great nation, for this splendid land and its plenty and fruitfulness, for the wondrous love and providence with which Thou hast guided us thus far on a splendid career of history. May we be faithful to the trust upon us by Thy goodness. May we feel the responsibility of stewardship. May we hold these, Thy gifts, not lightly but as coming from Thee. And since Thy Book is filled from cover to cover with man's

search for bread and Thy providence in filling the open mouth of man, may we remember Thy signal goodness to us in the bounty and plentitude and abundance of that which Thou hast bestowed upon us.

May we bear in mind that man may not live by bread alone, but by every word that proceedeth out of Thy mouth shall every man live. Enable us this day to take upon ourselves the great task of being providers and loaf-givers for the world. Enable us to seize this great opportunity to share this blessed privilege of lending a helping hand in filling the hungry

not on the husks of yesterday. Hear us, we pray Thee, and bless us. Bless these, Thy servants, in their deliberations, and send them forth from this city strong and glad to do their duty before Thee, before our nation and before the world, for the good of humanity, until there dawns the day of Christ, Our Saviour, Amen.

**President Eikenberry:** Monday morning is said to be an extremely busy morning in the mayor's office in this city, and as the mayor himself has been unable to come here, he has despatched his address of welcome by a member of his force, who modestly confesses that he is the power behind the throne. So we are really favored this morning by having here to welcome us to the city of Buffalo, the private secretary of Mayor Fuhrman, Mr. John Sayles.

## THE CITY'S WELCOME

**Mr. Sayles:** Mr. President and Delegates to this Convention: I am very sorry for your sake that Mayor Fuhrman is not here in person. I am very glad for my sake that I have this opportunity to come here and personally greet and salute typical Americans from every section of this great republic of ours.

For 8 years I have been delivering addresses of welcome, until I am almost reluctant to face another assemblage. And yet I never go away from an occasion of this character that I do not feel a thousandfold repaid for the little errand that I am able to perform. I know this morning I am addressing the delegates of a body who in their personnel represent and incarnate the enterprise and the industry and the intelligence of the American people. My friends, you are a great convention, but I am here to politely remind you that the city of Buffalo is a great city. [Applause.]

This city was born since the American Revolution. It was burned to ashes by enemy torches in the War of 1812. It is the city of the great Free Soil Convention of 1848, that convention which floated to the breezes the banner of free soil, free speech, free men, a convention which did more than any single thing to popularize the sentiment which ultimately resulted in the emancipation of four millions

of blacks in the United States. This is the city of the great Pan-American Exposition of 1901, an exposition which breathed the spirit of concord and good will to all the people of North and South America alike. This is the city of two great Presidents of the United States, Millard Fillmore and Grover Cleveland [Applause]. And this is the city from whence William McKinley of blessed memory passed into the unseen and eternal world, and the city wherein Theodore Roosevelt took the oath of office as President of the United States [Applause].

This is a great city, my friends, not only historically, but a great city racially. We are a city of half a million people. We have in this city, of birth and descent, 100,000 Germans; we have 100,000 Polish,



PRESIDENT E. C. EIKENBERRY  
Who Enters Upon His Second Term as Head of the National Association.

mouths, in caring for the widow and the orphan and the soldier, and in doing Thy will until justice and not might prevail, and justice is established and love reign and the kingdom of the Christ be realized. Heal the wounded this day, sustain the dying, comfort all that mourn, make wars to cease in all the world, and bring to men under Thy dominion, who art King of Kings and Lord of Lords.

We pray Thee keep us mindful of Him who said, "I am the Bread of Life." May we eat, each one of us, of that hidden bread, that our spirits and our souls may be nourished and kept true and straight before Thee. And while we pray give us this day our daily bread, give us with it too our daily thought, that sore souls may be strengthened as they should, and starve

30,000 Italians. No man can enumerate the Irish here, for they don't stop long enough for the enumerator to count them [Laughter]. We are the best balanced city racially in the United States. There is a preponderance of Irish blood and descent in Boston, of German in Cincinnati, of African in some of the Southern cities, of Scandinavian in some of the cities of North Dakota, South Dakota and Minnesota, but in this city we represent all kinds, all races, all religions, a half a million progressive, enterprising, independent citizens, willing to live and let live.

#### Industrial Buffalo.

And this is a great city industrially, so near to Niagara Falls, so near to the Atlantic Ocean by way of the Hudson River and the Erie Canal and the Great Lakes, a city of vast industrial life, of very versatile industrial life.

When I say Detroit, you think of automobiles; when I say Pittsburgh, you think of steel; when I say Fall River and Brockton and Haverhill, you think of shoes; when I say Attleboro, you think of jewelry, and when I say Milwaukee [Laughter], I do not have to say what has made Milwaukee famous, for every billboard tells you.

#### The Spirit of Welcome.

It is to this great city of Buffalo, my friends, that I welcome you this morning. Remember you will get out of this city precisely what you put into it. He that seeketh a prophet in the spirit of a prophet shall receive a prophet's reward. If you came here looking for holes in the pavement and for caterpillars in the trees, you may find some of those, but if you are looking for fine residences, beautiful schools, magnificent church edifices, great factories, ships, banks, newspapers, everything that goes to make up city life, you will find them in abundance here. We want you to stay here as long as you can. We invite you to go as far as you like. We know you will violate no propriety, because you are gentlemen. We want you to go back to your homes with a feeling of kindness and of gratitude for the city that is to act as your host. If it is possible for you to journey over to the mayor's office, you will there find an energetic and kindly man in the person of His Honor, Louis P. Fuhrman, Mayor of Buffalo. I thank you. [Applause.]

#### WELCOME FROM CORN EXCHANGE

**President Eikenberry:** The address of welcome on behalf of the Corn Exchange of Buffalo will be given by its president, Mr. F. A. McLellan.

**Mr. McLellan:** Mr. President and Gentlemen: I have the great honor of being president of the Buffalo Corn Exchange at the time the Grain Dealers National Association is holding this, its 21st annual convention, and thus to have the opportunity to express to you the extreme pleasure which I, in common with every other member of the Exchange, feel on being your host on this occasion.

#### The First Grain Convention.

Undoubtedly the first grain convention was held in Egypt during the reign of one of the Pharaohs, for Scripture records that a great famine was over all the face of the earth and that all countries came into Egypt to buy corn. From the land of Canaan came the sons of Israel, the sons of Jacob, the brothers of Joseph, to attend the convention, as it were, of that day and to buy their corn. As near as I can learn, Joseph was the first grain crop reporter [Laughter]. He had predicted 7 plenteous years and 7 lean ones.

Through his wisdom and foresight Egypt placed in store great quantities of grain, the surplus of the 7 good years, and now during that time of famine and shortage he was distributing the hoarded grain in an economical manner to his people, and Joseph opened all the store houses and sold to the Egyptians. Thus in those early days the people had their first lesson in food conservation, and Joseph, appointed by Pharaoh, was the first appointed food administrator, the Mr. Hoover, if you please, of Biblical times [Laughter].

We can picture the long, tedious journeys of the various tribes through the famine swept countries into Egypt. We can fancy their rejoicing on reaching their destination on the banks of the Nile, where they might refresh themselves. We can imagine their pleasure upon finding not only food, but great hospitality and good fellowship, for we are told that feasts were given in their honor.

#### America the Modern Egypt.

So history is repeating itself. The eyes of the world are turned toward the United States, seeking not only financial aid, but food and other supplies, and like Egypt, our country is doing her bit, and, like Joseph, the grain men of today are privileged to help her solve her food problems.

The grain business has always been an honorable occupation, and the members of the Grain Dealers National Association are the army of men who are engaged in the assembling, storing, conserving and distributing the cereal food of the United States.

In extending to you a welcome on behalf of the Buffalo Corn Exchange, I extend a welcome not only from our organization to yours, but it is extended personally from every man in our organization to every man in yours, and it is extended in the hope that the entertainment we have provided for you will be enjoyed to the fullest extent, and we sincerely trust that your convention will be a profitable one. [Applause.]

**President Eikenberry:** The response to these ad-

resses of welcome will, in the absence of Mr. Aylsworth, be delivered by Ex-President Charles D. Jones of Nashville, Tenn.

#### RESPONSE TO WELCOMING ADDRESSES

**Mr. Jones:** Mr. President and Gentlemen: This is an unexpected pleasure as well as honor. I am sorry for you that Mr. Aylsworth is not present to deliver the response of our Association to these kind invitations that have been extended to us, but in his absence I am more than pleased to express for you to the city of Buffalo and to the Corn Exchange your appreciation of the courtesies they have shown and promise.

There are men in this hall who no doubt reflected this morning, as I have done, that this is the second convention of this Association held in Buffalo. In this reflection they must have compared the present meeting and its prospect with the meeting that was held some years ago, when we came here with the foremost idea in mind of keeping together this organization. The first time we met in Buffalo the organization had drifted to the point where it was just about to expire. This was in 1905. Now, 12 years later, we see the wonderful evolution that has taken place, the expansion, the wonderful growth that has taken place in this organization that might well be said to have received its second birth in Buffalo. As one of the workers in the Association during all those years and before, it is a source of great satisfaction to me, as it must be to you, to know that we are members and part of a live, growing, influential organization [Applause].

We can say, gentlemen, with due pride, to our hosts on this occasion, that we come to this convention representing an important, if not the most important, branch of the citizenship of the United States at this time.



F. A. McLELLAN

Who Delivered the Welcome for the Buffalo Corn Exchange.

We come representing more important questions, more important responsibilities even than the munition makers. We appreciate our responsibilities at this time.

#### Personal Loss Forgotten.

I can easily see how individuals, any one of us, failing to recognize his great responsibility individually at this time, can be swayed from the proper path by his personal affairs. There isn't a man facing me today who hasn't suffered proportionately greater than any other class of business men is suffering as a result of the war in which this country is engaged. There isn't a man here who hasn't suffered financial losses that would cause a less patriotic and less loyal man to feel that his heart cannot be in the big, broad national question. He would be swallowed up by his personal affairs and animosity as a result of his disadvantages, that would overwhelm his great patriotic feeling, but, thank God, I believe there isn't a man in the Grain Dealers National Association who hasn't the broad feeling that first comes our country and then our business [Applause]. In our deliberations here I believe it will be the purpose of every participant to remember that, although he may have a personal cause for complaint, although he may have a personal reason for feeling disappointment, that they are secondary considerations, and all of our deliberations will be along the line that we are a part of a great Government having in mind a great purpose, and that that is to work with the authorities of our country to carry forward these purposes and conclusions which they have so clearly defined from the beginning.

#### Association Conscious of Welcome.

We appreciate, gentlemen, the invitations that have been extended to us, and when we leave Buffalo I hope that our hosts will feel that they have entertained an appreciative lot of men, and I know they will. Buffalo has many attractions to offer us, and I know they are all gladly at our service. We know the

Buffalo Corn Exchange has always been a loyal supporter of everything in connection with the grain trade and in this Association's endeavors. We feel perfectly at home in Buffalo. And now I can only say to our hosts that we do appreciate the kind welcome that you have spoken, that we expect to indulge in all of these opportunities freely. We thank you from the bottom of our hearts for the many entertainments that you have provided for us, and we know the meeting will only mean the drawing closer of the many pleasant relations that have existed between the city and your exchange and this body. [Applause.]

**Vice-President Moore** (assuming the chair): The next will be the address of the president.

#### PRESIDENT'S ADDRESS

**Pres. Eikenberry:** The history of the past year has no parallel in the records of the grain trade. The industry has undergone radical changes in its conduct, extending even to principles that hitherto have been regarded as fixed and fundamental. It is impossible to discuss the affairs of the National Association or its members without recognition of the dominating political influences. War and its issues outstand; all else is comparatively insignificant; and yet we stand at the beginning. This is the period of preliminaries, of counting and planning and training. The best plans may require modification; organization apparently perfect may prove defective and effort and treasure may be misspent. The result alone determines the measure of efficiency and the worth of policy is proven by its final test. Hence a complete record of the activities of the Grain Dealers National Association during this convention year can be written only by the light of the future. Crises in world affairs demand of individuals and groups of individuals much of labor and sacrifice of which the quality and importance can only be determined by the character of the finalities which they are instrumental in shaping. Every war exacts its toll of sacrifice. Men and commerce must of necessity offer much without hope of full return. The common good is above all.

#### War Is Paramount.

The predominating event of the year was the entrance of the United States into the European war as an active participant. Immediately the organized trade had assumed new and vital relations, and the task of guarding its interests became no less delicate than perplexing. The finest tact and discrimination are demanded to co-ordinate trade activity with public enterprise, so as to promote the highest public good and yet deflect to the minimum the normal operation of affairs of commerce. The Grain Dealers National Association embraces in its membership individuals and firms identified with every branch and phase of the traffic in grain; vast and comprehensive interests, having business in commodities of vital importance in the economy of nations in warfare. War places emphasis on the essential and no industry holds in its hands more of the seeds of victory or defeat than that industry which collects the foodstuffs of a great surplus-producing nation and then controls their distribution.

#### Grain Trade Intimately Concerned.

So closely identified with the conduct of the war, the business of grain handling could not hope to avoid prominence and close public scrutiny. The trade and its methods of operation, even previous to the entrance of the United States into the war, had been brought into the white light of publicity by the intense market conditions and sensational advances in cereal prices. Once in the conflict, having formed with our Allies a community of interest involving the conservation of grain supplies and their economic distribution, it became apparent that the Government should assume a close supervision of the processes of grain distribution. The political situation imperatively demanded that the grain trade assume a close co-operation with the Government. Your Association early offered its services and gave assurance that the industry desired fully to co-operate in all measures necessary to the successful prosecution of the war. We could do no less and none of us desired to do less. To ask exemption meant to confess a weakness not to be attributed to men engaged in a business of superlative importance.

#### Where Trade Becomes Secondary to Public Interest.

Your Association enshrines in its ideals nothing nobler than the spirit which guides the affairs of the society on a course that best subserves the higher interests of public welfare. There exists a line at which fidelity to trade interest becomes secondary to the demands of public interest. To determine this line is the delicate task and here lies the responsibility which cannot be evaded and which your Association should not and does not try to evade. We are passing through critical times; men and organizations are being tried and tested. May I quote from President Metcalf, who in his address at Baltimore one year since, declared: "I can attribute the great respect that is accorded our Association to one principal factor, and that is that its membership has always been actuated and directed by a desire to serve the public interests, and that individual interests and individual desires have at all times been subordinated to the welfare of the general public." Granting all prophetic wisdom which may be attributed to my honored and able predecessor, I yet

refuse to believe that by any stretch of imagination he could have foreseen the extent of such surrender of private interest as has been demanded from some branches of the grain trade in the interest of the public welfare. Yet the statement is vindicated by the willingness with which the sacrifice has been made. When the commercial history of the war shall have been written, the record of no other industry shall be more replete with sincere co-operation, honest service and patriotic endeavor.

#### Many Changes Taking Place.

This is a period of absolute change, and our ability to endure will be determined by the facility with which we adjust ourselves and our affairs in compliance with the necessities of the times. The Food Control Bill, which became a law by the signature of President Wilson on August 8, is probably the most revolutionary piece of legislation ever placed on the statute books of the nation, and one which conferred on strong men far-reaching powers which they immediately began to exercise. Strictly a war measure, the trade found extreme difficulty in securing consideration of its interests. Just how far these difficulties were overcome and by what effort will be apparent in the report of Chairman Reynolds of the Committee on Legislation.

Foreseeing Federal control of the trade in grain, this Association industriously sought to have enacted such stipulations governing this control as would insure the utilization of the existing machinery for the conduct of the traffic. In this respect we were successful and there could be no more positive recognition of the economy with which the grain of the country has been collected and distributed than that implied in the utilization by the Government for this purpose of the facilities and factors existing prior to the declaration of a state of war.

In this connection, I desire to say that everything we have done at Washington has been done in a manner absolutely open and straightforward. We have refrained from "playing politics," and have presented ourselves free from ulterior motives, endeavoring always to maintain a dignity that is consistent with an organization representing the broad, general interests of one of the country's important branches of commerce.

The confidence placed in the Association is indicated by willingness to confer with us and the respectful consideration accorded us at all times and by all departments. We have so conducted ourselves that the enviable standing we have maintained at Washington remains unimpaired, and it is unwise to underestimate the value of a reputation for good judgment and business sagacity when we shall ask a share in the ordering of future policies.

We have realized that Government regulations were built with a view to absolute control of the distribution of food grains. It is ours not only to submit, but to support such measures as may be necessary to the successful prosecution of the war. Reluctant compliance or half-hearted co-operation can but result to prejudice us, while an attempt to hamper the operation of such policies as may be adopted under stress of military necessity would be foolish, unpatriotic and finally disastrous.

#### Grain Trade Patriotic.

The grain trade has assumed no uncertain attitude. True to its traditions, it stands as one man in support of the Government, recognizing no higher duty than its obligation to the nation and no nobler ideal than that of the establishment and maintenance of freedom among the civilized nations of the earth.

The activities of the Association can not be considered entirely apart from the political influences of the period. The necessities of the times have given a distinctive color even to affairs of mere routine, while certain established lines of action have been deflected in their operation by the abnormal conditions prevalent.

I have touched briefly on some phases of the legislative activities of the Association. Time and your forbearance are limited, and I shall only ask your consent to consider with me some of the more important departments of Association work. The various committee reports to this convention will convey in detail what has been attempted and what has been accomplished, together with suggestions for future action.

#### Uniform Grades.

The Grain Standards Act became effective December 1, 1916. Federal supervision of grain inspection has not been as drastic as anticipated. The provisions of the Act have been applied tactfully in a broad manner, on a liberal basis, without technicality. The result is gratifying to the trade and must be a source of satisfaction to the administration. At the same time, the trade approached this innovation in an attitude that indicated the best of good sense and a fine spirit of co-operation. The transition to uniform grading in all markets of the United States is an event of first magnitude and would have attracted more attention with closer scrutiny were it not for political events which have so completely engrossed the public mind. At any event, there is a notable absence of adverse criticism, and the trade has adapted itself quite comfortably to the application of uniform grades under Federal supervision. Methods of operation at the various inspection points

were altered as little as possible and supervisors have not proven arbitrary in non-essentials. The old inspection machinery and personnel have been retained and with splendid results; results which in themselves constitute a compliment to the ability of the inspection departments under the old system. Appeals and disputes have been so few as to excite comment.

A return to normal conditions will find the system in complete operation. The rules and regulations governing the application of the Act have required but few or no changes, thus vindicating the policy of the administration in taking the trade freely into its confidence in an advisory capacity. The attitude of the officials of the Department of Agriculture, as exhibited at the various hearings held previous to the final adoption of these regulations, is worthy of high commendation and entitles them to the gratitude and co-operation of all branches of the trade.

#### Uniform Grades Essential.

The adoption of uniform grades seems peculiarly timely; on any other basis than uniformity the task of the Government Grain Corporation in assuming control of the purchase and distribution of wheat would have proven much more difficult, while the resulting confusion would seriously have hampered the movement of grain to the terminals and into channels of consumption. In fact, the key of the entire scheme of wheat control is the Federal grades



THE SECRETARY AND PRESIDENT POSE FOR CAMERA

applied under the terms of the Grain Standards Act. Without the existence of this or a similar measure the establishment of a fixed price for wheat based on a price specified in one given market could not be accomplished, or, at least, would have involved the determination of comparative values of grain represented by the grades of the various markets under the systems recently discarded. As truly as if by design, uniform standards uniformly applied have proven a necessary preliminary to concentrated purchasing of grain under a fixed price.

#### Transportation.

The intolerable transportation conditions prevailing during 1916 continued well into the present year. The carriers apparently were unable to meet the demand for freight transportation. Troubles were intensified by congested conditions at points of interchange, as well as at terminals. Acute car shortage developed, especially severe in the Central West; ill-advised car service rules robbed existing facilities of a considerable percentage of efficiency.

The Railroads' War Board created early in April as an adjunct of the Council for National Defense has succeeded marvelously in bringing order out of chaotic conditions. By practical nationalization of the railway systems of the country under the control of the six railroad executives composing this Board, the efficiency of railroad equipment has been enhanced to the point of meeting adequately the needs of the nation despite the additional burden imposed by military preparation. Up to the time of this reorganization, our Transportation Committee was concerned with various measures designed to alleviate the transportation evils. Chairman Goemnn has given all matters of transportation careful attention and his

report to this convention will be of unusual interest and importance.

However, the results of expert supervision of the operation of the railroads of the nation under regulations equally applicable to each system and carefully and impartially enforced, has demonstrated the truth of the charge that the operation of the transportation facilities of this country was conducted in a manner both wasteful and unscientific.

Allow me to quote from Mr. Fairfax Harrison, chairman of the Railroads' War Board:

"In addition to welding into one loyal army each and every one of the 1,750,000 persons employed by the railroads, the co-ordination of the nation's carriers has made possible the most intensive use of every locomotive, every freight car, every mile of track, and every piece of railroad equipment. It has also facilitated the securing of invaluable co-operation from the shippers and the general public.

"The excess of unfilled car requisitions over idle cars, or what is commonly called car shortage, has been reduced 70 per cent.

#### Transportation Efficiency Increased.

"In the month of May freight transportation service, rendered by about 75 per cent of Class I roads was 16.1 per cent in excess of the service rendered in 1916. In that year, which was one of unusual activity, the freight service rendered by the carriers was 24 per cent greater than in 1915. So the carriers have achieved the astounding feat of adding to their freight service in the short space of 2 years an amount equal to the freight traffic of Great Britain, France, Russia, Germany and Austria combined.

"Freight congestion at many important shipping points has been averted by promptly moving empty cars from one railroad to another, irrespective of ownership. By ordering the adoption of this policy, which is brand new to American railroad usage, the Railroads' War Board has moved 113,420 empty freight cars into districts where they have been most needed."

One of the valuable lessons of this preliminary preparation for war is that of railroad management, and we predict that never again shall the efficiency of our railroads be allowed to sink to a point as low as that prevailing during the time intervening between the opening of the European hostilities in August, 1914, to the entrance of the United States into the conflict in April, 1917; and we further predict, without committing ourselves to any policy, that the efficiency displayed by the Railroads' War Board has provided a potent argument to the advocates of governmental ownership of railways. Ours is a heavy debt of gratitude to these men who are so ably directing transportation. Theirs is one of the great achievements of the year and they have strikingly vindicated the contention that the inability of the carriers to meet adequately and economically the transportation needs of the country would only disappear when they should be brought under a strictly concentrated control by a commission of competent experts in railway management.

#### Uniform Exchange Rules.

Believing uniformity of rules for handling cash grain by the various exchanges to be desirable and the accomplishment of such result to be the most important piece of unfinished business bequeathed to us by the preceding administration, we have endeavored to devise means by which such uniformity might successfully be consummated. The tabulation by Mr. V. E. Butler of the rules of the various exchanges was completed early in the convention year. This was a laborious task and it was performed in a manner creditable alike to Mr. Butler and the Association. Mr. Butler, in numerous addresses delivered in various conventions of grain men throughout the country, embodied concrete suggestions toward securing harmony in many of the divergencies now existing in the practices of the exchanges, and has made good use of the tentative rules formulated at a meeting of the Advisory Committee held on April 2 at St. Louis. He has fixed the conviction that the desired result can be accomplished if a harmonious effort is forthcoming. Further to advance the matter, the Council of Grain Exchanges, at a meeting held in Chicago, January 18, adopted a resolution instructing its Committee on Uniform Rules to co-operate with our Committee on Trade Rules in formulating uniform rules to be presented for approval at this convention and at the next meeting of the Council.

#### Uniform Trade Rules Deserve Attention.

As a result, Chairman Sturtevant of your Trade Rules Committee will, in his report to this convention, make some concrete recommendations. This will be one of the important committee reports of this meeting and I urge the delegates to be present. There is only one way in which to show progress in this matter of uniform Exchange rules, and that is that this Association determine rules that are just, equitable and practical, endorse them and then persistently work for their adoption on the part of the exchanges. The rules may never be made entirely uniform, but a nearer approximation to uniformity can be accomplished. This Association has only wrought things that are worth while by the adoption of a specific policy, clearly and definitely conceived and supported by its resources. The return of normal market conditions should be signaled by the adoption of such rules as can be reduced to uniformity. We believe that the enforced elements of uniformity at

present in force will materially expedite harmony of action among the various Exchanges.

#### Arbitration.

Compulsory arbitration of trade differences is one of the distinctive features of this organization, and we stand committed to it in principle and in practice. The function and process of arbitration should be characterized by exact and dignified impartiality. No other position in the Association requires parts of such especial order or entails more painstaking labor than is demanded of an arbitrator.

These comments are voiced to stimulate in this Association a pride in its possession of the high type of ability and the spirit for public service required to provide for the grain trade tribunals whose collective decisions are fast building a system of grain trade jurisprudence. One of the future duties of the Association is the compilation of the decisions of the Committees on Arbitration and their publication in convenient form.

The volume of the work of arbitration has increased in direct proportion with the growth of the Association. The dual committee system devised at the Baltimore Convention is a distinct success and has met the necessities growing out of the increasing volume of business in this department.

The society is under heavy obligation to the men who have served it as arbitrators during the past year. They are busy men giving unstintingly of their time and energy, supporting with credit the policies of a beneficent activity of the organization.

#### Membership.

The continued growth in direct membership is as gratifying as it is remarkable. One year ago we had merely passed the mark of a thousand. After three strenuous membership campaigns, it may have

true relation to the commerce of the nation. Some of these men have come to us but recently and have brought ability not only to determine our true relation to the momentous present, but to discern the probable course of events and the problems of the future. They are destined to bring the standard of wisdom and usefulness of the Association up to check with the increased responsibility imposed by this added membership. Both from a feeling of personal obligation and on behalf of the Association, I desire publicly to thank the members of the Booster Committee of 1917, not only for their splendid service, but for their evidences of loyalty to the organization and its highest interests.

In this connection, mention should be made of the showing of our affiliated associations. Without exception, the year just closing has brought each of them larger membership and a wider circle of influence. These state organizations have felt the overwhelming importance of national issues and have given the National Association unselfish support. Each year the relations between the state associations and the National Association become more closely defined and their opportunities for mutual helpfulness become more apparent.

#### Executive.

For your officers the year now closing has been one of strenuous activity. No blazed trail marked the path which we were compelled to travel. Conditions without precedent imposed duties without precedent. Our judgment, true or false, was our only guide. In forming these judgments we have sought eagerly for the expression of the leaders in the trade. Such requests have met with candid response. At times impressed by the magnitude of the issues demanding action, we have been conscious

ties of friendship formed with men unselfishly devoting their efforts to the welfare of their business industry is worth years of self-denial. I doubt my worth to the Association; I know its worth to me; I know its traditions and ideals, and the faith and vision of many men who serve it, and this knowledge potentially strengthens my faith in the Association, which, to maintain its present strength and vigor, must continue to have its policies directed by men who are actuated by no other motive than that of public duty.

#### Sacrifice Demanded.

And now, gentlemen, while we have reviewed the past and recited the duties of the present, let me remind you that the real necessity for the continued existence of this organization rests not on the record of the past, honorable and profitable as it has been; nor yet on the demands of the present, insistent though they seem; but on the future, with all its uncertainty, its reconstruction, its application of lessons learned at the expense of blood and sacrifice hitherto unparalleled. The portion of our industry that today is untrammelled by Governmental control is only free by reason of concession. War knows no individual rights; we must recognize its iron necessities. We cannot escape the sacrifice. Loyally and patriotically we disclaim desire to use an association to obtain exemption; but we must use the Association jealously to guard the rights of our industry when the world again turns to the struggle for commercial supremacy. The future is not uncertain of its necessities; industries must incorporate the experience of the war period and the normal before the war will not be the normal after peace is restored. Time is now marking an epoch in human existence. Institutions that have withstood the stress of centuries are dissolving and nothing that is human in civilization is left untouched. From the wreckage of nations and the blood of their subjects will spring a new day for humanity. Human society shall have been recast; the ideal of today shall become the real tomorrow. Commerce will keep pace with the humanities and we shall find ourselves confronted with the problems of reconstruction and readjustment to the new order. As a union of business men representing one of the great industries of the country, we must face the future and must hold ourselves ready to measure up to our opportunities. The maintenance of our present enviable position among the business organizations of the nation demands that we shall enter this period of reconstruction as the exponent of the application of truth and justice in the determination of the fundamental principles of business conduct and commercial relations. In the future, when peace shall return and commerce shall be re-established among the nations of the earth, when the regulation of military necessity must release its pressure and business be restored to self-direction, then shall be presented opportunities for service which shall outrival in importance the accomplishment of the past. And let us be ready. It is my strongest desire that, unimpaired, the Association may survive the shock of war and when the struggle shall have ended and an inventory of human institutions is made, the Grain Dealers National Association may be one among the great business institutions ready to assume its share in the guidance and guardianship of the nation's commerce, ready to seize the opportunity for the reorganization of our industry on a broad and enduring basis of exact justice and equity. [Applause.]

**W. S. Washer:** I move that the masterly and scholarly address of the president of this Association be printed in pamphlet form and distributed to every member of this organization. [Seconded by H. B. Dorsey, and carried.]

**President Eikenberry** (resuming the chair): The next thing in order will be the report of the secretary.

#### REPORT OF SECRETARY-TREASURER

**Secretary Quinn:** The fourth annual report of your secretary is presented under conditions such as have never before been faced by the grain men of the country.

In the 21 years that have gone before many problems have been met and solved. These problems were of nearly every nature connected with the organization and development of a trade association.

There was, first of all, the question of enlisting the interest of the grain dealers of the country in a national organization. Then came the great problem of elevating the tone of the whole business so that the ethical standards would be higher. This was mainly a question of education, requiring time. After this came the problem of uniform trade rules, uniform grades, compulsory arbitration, legislation and transportation.

#### The Greater Problem.

All these problems concerned internal organization. While national in their scope, they were easy of approach. All that was needed to solve them was intelligence, combined with tact and patience.

Today we have a problem confronting us which dwarfs into comparative insignificance all those that preceded it.

It is hardly necessary to mention this problem here, because it is in everyone's mind. This convention will throb with it. Every report that will be made to this meeting will contain a reference to it.



GROUP OF GRAIN MEN CROSSING THE BUFFALO RIVER TO INSPECT THE CONCRETE-CENTRAL ELEVATORS

been inferred that so many prospects having been converted to actual membership, future efforts must be less fruitful.

For this reason it was with some misgivings that the officers of the Association inaugurated another "Booster" campaign. The active canvass was limited to 3 months. Its success was complete and it is with a pride I trust you will consider pardonable I announce that the present direct membership closely approximates 1,200 members. The results imply a continued and increasing usefulness of the Association. Members would not continue to come in increasing numbers and with less persuasion were it not plainly apparent to the trade as a whole that the Association is necessary and that it is doing the things that must be done and that can only be done by organized effort. Among the most enthusiastic in this campaign were members who came into the Association during the preceding campaigns. Their sincerity and ardor indicated an attitude toward the organization that admits of no false interpretation. And here let me say, some of these men, the recruits of the recent past, are now serving the Association in positions of honor and responsibility. With a fine spirit they are rendering service ably and acceptably.

#### The Work of the Boosters.

The trade owes them a debt of gratitude, and we should thank them and express to them a sense of security in the future of the Association. We owe a duty to these new members and to them the Association must prove itself. Yet to the organization do they owe a responsibility in return, and they are performing the duties incumbent on them. The National Association includes in its membership some of the foremost business men of the nation, men who appreciate the opportunity for real service through organized effort. Their vision extends beyond the industry to the public welfare and they perceive our

of our weakness; but decision was imperative when indecision invited contempt. Personally, my inexperience has been generously overlooked, and I have been accorded support and co-operation openly and unselfishly. He who seeks for selfishness in the services rendered this Association must seek in vain. Every demand on any member made during the past year, regardless of the nature of the service or the sacrifice of time and money involved, has met with immediate compliance. I wish publicly and here to express my appreciation of every favor shown me personally. I cannot detail you the sacrifices involved in some of the services, the benefit of which we are the recipients. Chairman Reynolds of the Committee on Legislation deserves especial mention, as he has repeatedly devoted extended periods of his time to Association affairs; and I do not mind saying that Mr. Goemann has spent much time effectively in your interests; his report as chairman of Committee on Transportation will demonstrate a wide range of activity. Mr. Cornelison, Mr. Charles D. Jones and a hundred others have sacrificed much valuable time and have been extremely helpful. I would consider this enumeration of faithful service but half performed should I fail to acknowledge my obligation to Secretary Quinn. I have leaned heavily on him, and to me he has proven a tower of strength. Untiringly he has performed his duty. With capacity he has responded to every demand imposed on him. No previous year in the history of the Association has required so much of the secretary's office; Secretary Quinn has met every requirement.

#### The Personal Equation.

Personally, I have done for the Association the best that I knew. Its interests, next to those dependent on me by family tie, have been my chief concern. I shall not attempt to minimize the sacrifice involved, but the work is of intense interest and the

No speaker will address you without touching upon some of its phases. It is the all-absorbing topic in every sphere of life, not only in the United States, but in every country on the globe.

It is quite impossible to hold a convention of any kind and keep the discussion confined to routine subjects. The war will intrude and dominate everything.

And this is easy to understand, because the world has never seen such a war before. Nothing so all-embracing has ever been experienced by man. Business structures, political systems, moral codes, religious beliefs, are all in a state of flux. Revolution is in the air.

#### Influence of the War.

If the war has profoundly influenced every convention held this year, how may the grain dealers hope to escape, when their business is affected perhaps more than that of any other?

And why should we try to escape? Is not the present war the greatest thing that has happened in the history of man on this planet? Does it not put our institutions to the severest test they have ever experienced?

Are we afraid of this test? Is our faith so weak and have we become so selfish that we fear to face this greatest of all problems with our old-time assurance?

Knowing the grain men of the country as well as I do, knowing their soundness of heart, their singleness of purpose and their capacity to rise to any occasion, I have no fear of the future. I know that they will meet this latest problem and surmount it. All that has gone before is but a preparation for this test which will try, not only their patriotism, but their moral fibre as well.

#### For the Greatest Good.

The members of the Grain Dealers National Association have learned through co-operation to think in an orderly way. They have mastered that most useful lesson of all—the lesson the greatest good to the greatest number. They have learned to subordinate their individual interest to the interest of the whole trade!

It took years to learn this lesson and any organization that learns it steps at once into the front rank of progress. In solving the problems of uniform grades, trade rules and arbitration, the grain dealers builded better than they knew. They were preparing themselves for the Armageddon that is now upon us.

I ask your indulgence for devoting so much of my report to the war, but how may one avoid it? How is it possible to think of ordinary things in the face of this mighty conflict out of which a new world must emerge?

To the man with imagination the war is a challenge. It says, "You have met and solved other problems. What will you do with this one?"

There is not a man present who has not felt instinctively that fate has hurled this challenge at him. And he knows he must meet it and solve it, too.

The great question that is before the grain trade today is the war. Everything else is of minor importance. Since we met in annual convention one year ago in Baltimore this situation has wholly changed. We have since linked our fate with the nation's fighting autocracy.

#### Everything at Stake.

There is no time now to discuss the causes of the war. We do not need to think academically to know that our political, economic, business and social systems are at stake. All we need ask ourselves is the one question, "What if the enemy should win?"

We are Americans dedicated to democracy and all that it stands for. To preserve this heritage to future generations is a sublime and solemn duty. Nothing that we can conceive of is greater or grander than this.

We grain men who have so splendidly solved our internal problems must now rise and surmount this one that threatens our very existence as a free nation. From a national to a world democracy is but a step.

In the mighty struggle that is upon us, the grain dealers, in common with all citizens, must be prepared to make great sacrifices. If we would have our country emerge victorious from the fight we must not count the cost. Our enemy has been preparing for the war for half a century and has co-ordinated every human activity. We can meet this preparation only by organization along the same lines.

War is no respecter of persons. It winnows out the weak, the thoughtless, the vain. Only strong men need hope to ride the whirlwind. Trade customs, trade routes, economic systems, are all tested as in a fire. What you did before the war is of no consequence. The only thing that counts is: "What are you doing now to help the nation promote efficiency and marshal its resources so that democracy shall write the next page in human history?"

#### No Sacrifice Too Great.

To win the war we must be prepared to give up all of our liberties—mayhap life itself. The things that our forefathers fought for—life, liberty and the pursuit of happiness—must be offered on the altar of our country in the hope that they will all come back to us when the storm is over!

And this brings us to a solemn contemplation of the future. In the name of military necessity we

see our liberties vanish one by one. We see our democracy assume for the nonce the form of an autocracy with power becoming more and more concentrated. This cannot but prove disquieting to all thoughtful people. While we recognize the necessity and the potency of such concentration of power in times of national peril, yet we cannot but feel that in the reconstruction of society after the war even greater minds will be needed than those that direct the nation through the hurricane.

If past history is to serve as a guide, we will experience in the years immediately following the war a period of social experimentation such as the world has never seen before.

"From producer to consumer" will be but one of the many shibboleths of a nation that has tasted state socialism. In no other war in the history of the world has the state been as supreme as in this one, because in no other war has it been necessary to organize all available resources of men, women and material things.

#### Socialism.

Daily the state goes farther and farther into the domain of private business and takes over some function of industry that has heretofore been left to private initiative. Daily the cry of "Down with the middleman" grows louder.

We see the old landmarks vanish, but we are powerless to raise a hand. We utter no protest



SECRETARY-TREASURER CHARLES QUINN

because we are convinced that democracy built upon individualism cannot stand the strain of a mighty war.

One day we see future trading abolished in wheat. The next day the Government takes over the entire wheat crop. Tomorrow corn and oats may follow. Today the Government's control of the transportation arteries is complete.

Where will it end? No one can say. It depends upon the length of the war. Does any sane man think that we can ever go back to where we were in August, 1914?

#### False Gods.

Here, then, is our problem—the mightiest problem that the business interests of the country has ever faced. It is easy to stand by and see the business structure that it took years to build crumble at the first shock of war. We have seen this happen before our very eyes. But in what form will it be replaced?

Will we permit the political charlatan, the economic empiric and the Socialist dreamer to rebuild the structure, or will the business men of the country band together in a spirit of patriotism and unselfish endeavor to give back to the country the old system purged of its abuses?

The history of Russia in the last 7 months is a potent reminder of what happens to a democracy that listens to the babble of Utopian dreamers!

The grain dealers of the United States, in common with all other business men, must prepare to meet the situation that follows the war. "Future trading" and the "middlemen" will be the targets at which both the producer and the consumer will alike shoot. It will be argued that "What is good in time of war must be equally good in time of peace," a sophism of the most dangerous kind, because it is one of these half truths that is worse than a lie.

If the Government makes a success of its control of the grain business during the period of the war, it will not be because a new and better system was launched, but because of the patriotism of the grain

men, who gave of their great experience and time without compensation or hope of reward, and who made great personal sacrifices because their country called them.

#### Critical Situation After the War.

The dangers herein outlined may not be patent to all the members, but I am sure that most of them have been thinking along these lines. It is hard to see how they can avoid the conclusion that the war will bring in its train may real perils to the grain trade and to the business interests generally. Our duty under these circumstances seems plain: Let us prepare for both conflicts—the war with Germany and the "war after the war."

#### Prepare for the Future.

While democracy is at stake, let us give to our country freely and without complaint—give every thing, even life itself, if necessary; but let us, when the storm is over and the country goes back to the paths of peace, defend our rights as middlemen against any assault from within or without. Let us hold fast to that which experience has proven to be sound, which has come into existence by natural evolution, and which has resulted in the practical elimination of waste. Future trading needs no defense at a convention of grain dealers. We know that, under normal conditions, it is the only method that insures stabilized prices for the cereal crops of the nation.

#### Legislation.

The report of the chairman of your Legislative Committee this year will, like all the other reports, be one that is largely shaped by the war. It will, of necessity, deal with a situation that is unprecedented in the history of the Association.

Mr. A. E. Reynolds, the chairman of the Committee on Legislation, has for a number of years watched over your interests at Washington with a zeal that has endeared him to the grain trade. He could not have taken greater interest had he been a paid employee of the Association. Never once has he failed to leave his own business whenever a legislative situation arose that required his attention.

This year the burden has been far heavier than ever. When the country entered the war against the Central Powers, Mr. Reynolds saw at once that he must approach the problems of the grain trade from an entirely different angle. In all past legislative efforts he had been guided by the law of self-interest, though, to be sure, this was self-interest of the most enlightened kind, the self-interest that took into account the trade as a whole.

Now he found himself confronted by a bigger proposition than he had ever expected to face—a proposition that is met only in war time. He could consider the grain trade only in its relation to a gigantic world conflict in which the most vital of all principles were at stake. From a comparatively narrow field he was at once thrown into a world arena in which was to be decided, perhaps for many generations, the history of the human race.

#### Support Food Control on Patriotic Grounds.

Under these conditions, Mr. Reynolds and the other members of his committee had no alternative other than to offer their services to their Government. They saw not only the futility, but the absolute danger to the country of opposing the passage of the Food Control Bill. As patriotic citizens, they endorsed it and did all they could to speed its passage through both houses of Congress.

But I do not wish to enter the legislative domain and take from Mr. Reynolds any of his prerogatives. He is more than able to present the situation that confronted him when the United States entered the war. He will tell you of the responsibility that rested upon his shoulders, of the confusion in Congress and of the excitement in the country. As everyone knows, war brings out the best and the worst that is in human nature. When the country rings with war and the life of the nation is in danger, the people have no patience with anyone who stops to point out defects in any bill. Their one cry is "Action," and anything that impedes this is regarded as disloyal. This is perhaps inherent in human nature. It is an evidence of the law of self-preservation.

Mr. Reynolds and the other members of his committee were forced to take this into account, and they permitted things to get into the Food Control Bill which would be impossible in time of peace.

I am sure that every member of the Association understands the situation fully and realizes that the Food Control Bill is, on the whole, a wonderful piece of legislation when the fact is considered that it was passed under such unprecedented conditions and that it plows new ground at every step.

#### Congressional Bills.

Leaving to Mr. Reynolds the question of war legislation, I would like to refer briefly to the numerous bills that have been introduced in the second session of the 64th Congress, which session began on December 4, last. With the war drawing closer and closer to our shores, and with the cost of living mounting daily, it was to be expected that the new session would be literally flooded with bills and resolutions designed to relieve the consuming public. By December 15 there had been introduced 22 bills that affected the grain trade, and nearly all of them concerned the high cost of living. The majority related

in one way or another to an embargo on foodstuffs, especially wheat. Most of the resolutions called for an investigation by some one of the Government departments to determine whether the high prices were due to the war, or to manipulation and speculation.

Of course, Congress did not pass any embargo legislation at the short session. President Wilson was opposed to any such step on the ground that it would be an unneutral act. This, however, did not prevent the Congressmen from the consuming sections of the country from trying to make political capital out of the situation.

#### Effect of War.

When President Wilson called the 65th Congress into existence on April 1 the war clouds had gathered, and within a few days the calendars of both the House and the Senate were full of bills in which the grain trade was interested. In less than a month after the new Congress convened, 32 bills affecting the trade had been introduced. Many of these bills related to the production and distribution of grain and other farm products. There are so many of these bills that no attempt will be made here to analyze them.

Taking advantage of the war situation, with its newspaper scares as to the scarcity of food and high prices, the old enemies of future trading came to the front and offered bills to abolish option dealing. The high price of wheat caused, as everyone knows, by foreign buying and by hoarding of flour by excited housewives, gave the agitators in Congress their opportunity, and again the cry went up that the "wheat gamblers" were "making fortunes out of the necessities of the people."

It is not necessary to go further into this subject. Every grain dealer knows what followed.

By May 20, 13 more bills and resolutions had been introduced. All of these were similar to those which preceded them in the new Congress. By this time the prohibition forces in both houses had started their campaign and several bills were introduced to prevent the use of grain for the manufacture of alcoholic beverages.

From this time on until the Food Control Bill was disposed of on August 10, Congress did little but discuss the provisions of the measure. The whole country is familiar with the controversy that arose and the opposition that developed in the Senate. The agitation, however, did not prevent the members from introducing 18 more bills affecting the trade. These, too, were all "war bills," but they are still on the calendar and likely to remain there.

#### Eighty-five War Bills.

By July 5, eight more bills were introduced, and since then 14 have been added, making in all 85 bills that have made their appearance in the 65th Congress.

Out of this number of "war bills" but three were passed, namely, the Food Control Bill, the bill to stimulate production, and the bill to give preference to the movement of food and other shipments by the carriers. It was believed by the administration that these three bills would accomplish all that was needed during the war.

It might be said in passing that Congress did pass one bill of real value in addition to the three named. This is the Esch Bill, which places in the hands of the Interstate Commerce Commission the power to control the movement of cars. While this Bill will be of little value during the war because of the passage of the measure giving preference to certain shipments, it ought to benefit greatly the grain shipping interests when peace returns and the country goes back to normal conditions.

Mr. Reynolds will doubtless go into detail relative to the Pomerene Bill and the agitation that has grown



"DEAN" E. L. SOUTHWORTH

out of it because of the refusal of the carriers to accept as "adequate" weighing devices anything but track scales. This is one of the big legislative problems with which the Association must deal with in the immediate future. The grain shippers of the country cannot hope to have a clean bill of lading until this problem of weights is properly settled.

#### Transportation.

Each year sees the work of the Transportation Committee increase in volume and importance. New problems are constantly presenting themselves. Some of these have been brought on by the war and some by the passage of the Pomerene Bill of Lading Bill and other legislation.

Mr. Henry L. Goemann, the capable chairman of the Transportation Committee, will point out these problems in his report to the convention. He will give you a full account of the activities of his committee during the year. To discuss transportation matters in detail in this report would be but to take from Mr. Goemann that which comes within his province as chairman of that committee.

#### Correct Weights Controversy.

It would seem, however, that your secretary should, in passing, draw your attention to a serious situation that has developed in the transportation world. In some respects there is greater friction between the carriers and the shippers now than there has been in years. Perhaps this has been caused by the Pomerene Bill, or by the war, or by a combination of the two. At any rate, the railroads, in order to escape the liability caused by the efforts of the public to secure a clean bill of lading, are taking advantage of every technicality to harass the shippers. They have resurrected the old problem of natural shrinkage; they have attacked the weights of both shippers and receivers of grain, and they have refused to accept as an "adequate weighing device" any but track scales.

At the Baltimore Convention a year ago we congratulated ourselves upon securing the passage of the bill of lading measure. We thought that our bill of lading troubles were over, but the carriers, taking advantage of the phraseology in one of the provisions of Section 21, which requires that the shipper install and maintain "adequate facilities for weighing freight," if he is to escape the burden of "shippers' load and count," have notified the grain trade that they will not accept as "adequate" any hopper or automatic scales. As most of the elevators in the country are equipped with the scales that the carriers have barred, the bill of lading measure, as passed by the last Congress, has not been of such benefit to the shippers as they had hoped.

#### Increase in Freight Rates.

Again, the carriers have started another campaign for an increase in freight rates, notwithstanding that the Interstate Commerce Commission has just recently gone into the question fully. This cannot but make the shippers feel that the railroads are, to some extent, at least, abandoning their recent policy of co-operation with the public.

It is the intention of the Legislation Committee of the Association to endeavor to have Congress enact an amendment to the Pomerene Bill defining an "adequate weighing device." The war, however, has prevented any move in this direction. It is practically impossible to get any domestic legislation through Congress at this time.

Mr. Goemann will tell in his report of the conference in Washington May 1 between representatives of the grain trade and the Car Service Commission of the Council of National Defense, and of his valuable labors with the Central Freight Association and the Western Trunk Lines over the question of carlot minimums. He will also report on the adjourned hearing before the Commission in Chicago on September 18. While the Commission announced that this hearing was for the purpose of going into the matter of rebates on claims for loss in transit, the carriers widened the scope of the inquiry by introducing at previous hearings a pile of evidence designed to show that the weights of the shippers are unreliable. With this showing they hoped to prove that they are entitled to deductions of one-quarter and one-eighth per cent from claims for loss in transit, either by reason of the variation in weights or by natural shrinkage, or both.

#### Natural Shrinkage.

The Association has declined to go into the question of shrinkage before the Interstate Commerce Commission. In co-operation with the Council of Grain Exchanges and other associations a fund has been created to fight out the matter of shrinkage in the Federal courts. The case is now pending in Chicago.

Mention might be made briefly here of railroad leases and side track agreements. This is a subject in which the grain trade is much interested. The National Association, through the National Industrial Traffic League, of which organization we are a member, has taken up with the Commerce Commission the question of railroad leases. No attempt at uniformity of leases has ever been made by the carriers. The present leases are, for the most part, very unsatisfactory to the shipper. They relieve the railroads of all responsibility. The subject of leases was placed by the Commission in the hands of the late Judge Clements, whose death delayed the hearing. It is expected, however, that the Commission will give the shippers a hearing some time this fall.

#### Trade Rules.

C. D. Sturtevant, chairman of the Trade Rules Committee, will, in his report, present for your consideration several amendments to the Trade Rules. These amendments will be of a minor character. Indeed it could not be expected that there would be any changes



Photo by George Hare.

FIRST SECTION OF OFFICIAL CONVENTION PICTURE, WITH AMERICAN FALLS IN THE BACKGROUND

of a radical kind. The Trade Rules of the Association are about as near perfect as it is humanly possible to make them. Adopted in 1902, they have been amended and revised from time to time until it is hard to make any changes that would improve them. And yet new conditions constantly develop. These have to be met and provision made for them.

During the past year a large number of inquiries concerning interpretation of the Trade Rules have been sent by the members to your secretary. Some of these have been answered at once, but most of them have been sent to Mr. Sturtevant for reply. All questions that seemed to touch new phases of the rules were forwarded to Mr. Sturtevant and out of these inquiries he will make his recommendations for changes.

New Trade Rules Proposed.

Mr. Sturtevant has given the Association invaluable service during the year. His replies to all inquiries have been prompt and complete. All communications sent to him are answered by the chairman direct to the inquirer. A copy of the answer is forwarded by the chairman to your secretary, who has several carbon copies made and sent to the other members of the Trade Rules Committee.

Mr. Sturtevant will also report on the efforts of the Association to promote the cause of uniformity in Trade Rules during the past year. It will be remembered that at the last annual meeting the president was authorized to appoint a Trade Rules Committee to promote the work of uniformity among the exchanges. The president appointed the new Trade Rules Committee to do this work, believing that this committee was in better position to handle the matter efficiently.

At the annual meeting of the Council of Grain Exchanges in Chicago on January 18, the following resolution was adopted:

"Whereas, the Grain Dealers National Association, at its convention in Baltimore on September 27, 1916, recommended that the Trade Rules Committee of said Association take action looking towards uniformity in the Trade Rules of the various Boards of Trade and grain exchanges of the country; and,

"Whereas, this committee was further instructed to co-operate with a similar committee of the Council of Grain Exchanges, to the end that this uniformity may be consummated at as early a date as possible. Therefore, be it

"Resolved, that the Council of Grain Exchanges, in convention assembled at Chicago on this 18th day of January, 1917, hereby instructs the Uniform Rules Committee of the Council of Grain Exchanges to co-operate with the Trade Rules Committee of the Grain Dealers National Association and frame Trade Rules to be presented for approval and adoption at the next annual convention of each organization."

Mr. Sturtevant will, in his report to this meeting, tell you what followed this resolution. Of course, the war, which has made so many changes in the plans of every organization, has operated to delay action by the exchanges.

Uniform Rules Desired.

For more than a year the National Association, in co-operation with the Council of Exchanges, has been working to harmonize the Trade Rules in all the exchanges so that a shipper, knowing the rules of one market, would know them all. In this agitation no attempt is being made, of course, to dictate to the exchanges, or to in any manner interfere with their internal organization. The aim simply is to unify only those rules covering cash grain.

In order to bring this much needed reform out of the realm of mere agitation so that the movement might have a concrete basis upon which to rest, the Association last summer employed V. E. Butler of Minneapolis to go over the Trade Rules of every



W. H. CHAMBERS  
First Secretary of the Association.

market in the country, to tabulate and compare them, so that it could be seen at a glance wherein the rules of various exchanges differed on specific subjects.

Mr. Butler found what everyone expected, namely, that there was a wide difference in the rules; that many of the exchanges had no rules on many points, and that some exchanges had not revised their rules in years. He found further that some of the smaller exchanges really had no rules to speak of at all, and that nearly all of the exchanges did not attempt to incorporate in their rules most of the rules that are part of the trade rules of the National Association.

As the national rules are merely the expression of well known trade customs accepted by everyone, and have been framed by the trade as a whole, an attempt is to be made to have the various exchanges accept these rules as nearly as possible.

Arbitration.

The following table will show what has been done in arbitration during the past year:

Number of cases at beginning of convention year.	37
Number of new cases during the year.....	46
Total .....	83
Number of arbitration decisions during the year..	31
Cases withdrawn .....	5
Cases settled direct .....	9
Cases dismissed .....	3
Expulsions .....	2
Cases pending .....	33
Total .....	83
Appeal cases pending at beginning of convention year .....	4
Cases appealed during the year.....	8
Total .....	12

Appeal cases disposed of during the year.....	5
Appeal cases withdrawn .....	5
Appeal cases pending .....	2

Total .....

At the last annual convention an amendment was made to the arbitration rules providing for the creation of a second Arbitration Committee of three members. Another amendment was made increasing the appeal fee from \$10 to \$25.

Time has vindicated the action of the convention in making these two changes. The Association, with nearly 1,200 direct members, has reached the point where one committee could not hope to do all the work. Both committees have been kept busy, as will be seen by the number of decisions made during the year.

Fewer Appeals.

The increase in the fee has had the effect anticipated. It has stopped the practice of appealing every case, but it does not shut off appeals in important controversies where vital principles are at stake or where large sums are involved. Before the appeal fee was increased the losers in nearly every arbitration case appealed, as a matter of course, because of the slight cost. This practice burdened the Appeals Committee with work, much of which was entirely unnecessary.

Two Arbitration Committees.

The desirability of having two Arbitration Committees instead of one is shown by the decrease in the number of cases pending. At this time last year there were 37 such cases. This report shows 33 cases on the docket. But this does not tell the whole story, because 11 cases are in the hands of the Arbitration Committees and most of them have been decided. The chairmen of the committees are at work writing the decisions, which will be announced in the next two weeks.

During the past year the Directors of the Association found it necessary to expel two members for refusing to arbitrate trade differences. These expelled members are the Alley Grain Company of Mercer, Mo., and S. H. Young & Co. of Philadelphia, Pa.

An Apparent Discrepancy Explained.

Attention is directed to what may at first glance look like a discrepancy between this report and the report of the chairman of the Arbitration Appeals Committee, who states that his committee handled but two cases during the year, while five cases are shown in the tabulation presented herewith. The explanation is that three of the five cases given in this report were announced by the old Appeals Committee some time after the last convention. They were "hold over" cases.

Membership.

The statement that follows covers the direct, associate and affiliated membership of the Association on September 22:

Total number of direct and associate members reported at the last convention.....	1,053
New direct and associate members secured since the last convention.....	231
Total .....	1,284
Direct members:	
Number of paid-up direct members September 22, 1917 .....	1,142
Number of delinquents.....	36
Total .....	1,178
Number of resignations.....	54
Members dropped for non-payment of dues.....	5
Members gone out of business.....	44
Expelled .....	2
Total .....	105



SECOND SECTION OF OFFICIAL CONVENTION PICTURE, WITH CANADIAN FALLS AND VICTORIA PARK IN BACKGROUND

Photo by George Hare.

Associate members:	
Associate members reported at last convention..	20
Associate members secured since last convention	3
Total .....	
Associate members in good standing September 22, 1917 .....	22
Associate members resigned.....	1

Total ..... 23

The total number of members affiliated is 2,289, divided as follows among the 8 state associations that have been enrolled:

Illinois Grain Dealers' Association.....	348
Indiana Grain Dealers' Association.....	254
Western Grain Dealers' Association.....	434
Kansas Grain Dealers' Association.....	405
Missouri Grain Dealers' Association.....	184
Ohio Grain Dealers' Association.....	285
Oklahoma Grain Dealers' Association.....	199
Texas Grain Dealers' Association.....	180

Total ..... 2,289

It must be understood that the number of members given for each state association in the above list does not embrace the total enrollment of these various organizations. In reporting to the National Association, the secretaries of the state organizations deduct all of their members who are also direct members of the National and send in only those who are country shippers. Some of the affiliated associations have a large membership in the terminal markets, but as nearly all of these members also belong to the National they are not counted in the affiliated lists.

## Successful Membership Campaign.

The membership campaign this year has been the most remarkable one in the history of the Association. The total number of new members secured is 231, but two less than in 1916. Last year's canvass was so eminently successful that we had full cause for congratulating the loyal boosters who had done such splendid work. No hope was entertained this year that we would come anywhere near the mark set in 1916, because the officers of the Association did not feel that they could ask the members to continue a long booster campaign every year.

Last year's canvass and the two that preceded it covered periods of 7 months each. No one had the hardihood to ask the members to prolong the campaign to any such length this year. It would look too much like an imposition, and it was feared that the members would finally tire of their booster efforts. Should such a situation arise it would hurt the Association and neutralize all the efforts that had gone before to build up the organization through the members themselves.

It was decided by President Eikenberry and your secretary to conduct a short campaign for 150 members, making it of the "whirlwind" variety and bringing it to a close in about 90 days. Such a canvass, it was believed, would not tire the members and could be conducted each year.

The experiment proved more successful than the most sanguine could have hoped. The campaign started on February 1 and May 18 it closed when the 150th application was sent in.

But there is a happy sequel to this story. The boosters were not satisfied to stop. They kept on going until they sent in 81 more members and, as stated before, came within two of tying last year's wonderful record.

## Prize Winners.

Following the usual custom President Eikenberry authorized the announcement that booster prizes would be given to the three who had secured the largest number of new members at the close of the regular campaign. On May 18, when 150 new members had been landed and the canvass had formally been concluded, J. L. Nessly, of Memphis, Tenn., was leading all other boosters. Second Vice-President Jno. D. Baker, of Jacksonville, Fla., was second and two were tied for third place. They are Director E. W. Crouch, of McGregor, Tex., and J. R. Murrel, Jr., of Cedar Rapids, Ia. President Eikenberry decided that four prizes should be given in view of the tie for third place. These prizes have been secured and will be distributed at the convention by the president.

The great work of the boosters during the past year seems to settle the problem of increasing the membership. This has been one of the most difficult problems the Association has had to face since its organization. As the membership fee is small it does not pay to place hired canvassers in the field, their traveling expenses and salaries being heavier than the returns from their work. For years this problem has worried the Directors of the Association, but at last a solution seems to have been found by the members themselves. This is a happy solution indeed as it serves the double purpose of building up the Association and getting the members interested in the work.

## Nearly 1,200 Members.

As will be seen by the accompanying table the Association made a net gain in direct and associate members last year of 125. We are now within 22 of the 1,200 mark, our total number of direct and associate members being 1,178.

At the present rate of increase the Association will

have 1,300 direct and associate members at the next annual meeting.

Although the Federal Government has taken over the grading of grain, through the passage of the Grain Standards Act, there has been considerable work done during the year by the Uniform Grades Committee of the Association. This has been due to the promulgation by the Department of Agriculture of the new wheat grades. The chairman and other members of the Uniform Grades Committee attended a number of hearings given to the trade by the Department following the announcement of the tentative grades which went into effect on July 1 for hard red winter wheat, soft red winter wheat, common white wheat and white club wheat, and on August 1 for all other varieties.

## The Dockage Problem.

F. E. Watkins, chairman of the Uniform Grades Committee, will report to the convention on the work of his committee. He will discuss the dockage question, which seems to have caused the greatest amount of complaint among wheat shippers, especially those in the Southwest and in the central part of the country.

This question of dockage has caused so much controversy in the trade that Dr. J. W. T. Duvel was



MR. AND MRS. C. T. DOORTY

asked to address you at this convention. Dr. Duvel also kindly consented to have an exhibit at this meeting showing the new wheat grades and displaying the paraphernalia necessary to determine the dockage correctly.

## Natural Shrinkage.

Under the head of transportation the subject of natural shrinkage is discussed. This subject has become a live one since the carriers have arbitrarily injected a shrinkage rule into their tariffs. As it is impossible to separate the matter of shrinkage from that of transportation, President Eikenberry deemed it advisable to name Henry L. Goemann as chairman of both committees.

The Association is to be congratulated in having in its membership such a man as Mr. Goemann who has done so much in the past, especially from a transportation standpoint, for the grain shippers of the country.

## Hearing at Chicago.

Mr. Goemann attended the hearing in Chicago before the Interstate Commerce Commission on September 18, at which hearing the carriers endeavored to justify their shrinkage rule by attacking the validity of shipper's weights.

While the hearing was ostensibly one in which the question of weights alone was involved the subjects of shrinkage, variation in weights, and invisible loss were all brought into the equation.

## Jurisdiction in the Courts.

As heretofore explained the Association is party to a suit in the Federal courts against the carriers. We have taken the position that the liability of the carrier for loss in transit is a matter for the courts to settle, in accordance with the laws of Congress. The trade, therefore, denies the jurisdiction of the Interstate Commerce Commission to settle the matter of alleged loss through so-called natural shrinkage. As the Commission has said many times that it has no jurisdiction in this matter, it follows that it has no power to award damages and consequently no juris-

diction to approve rules which will relieve the carrier from damages for loss in transit.

## The Other Committees.

The chairmen of the Committees on Telephone and Telegraph Service, Demurrage, Crop Reports, and the Hay and Grain Joint Committee will present their reports to this convention. I respectfully refer you to these reports.

## Financial Statement.

Your secretary is pleased to inform you that the finances of the Association are in a sounder condition than at any time in the history of the Association. You will observe that in the statement that follows our surplus now amounts to \$18,153.58. This is an increase of \$3,323.28 over the surplus shown in our last annual report. This statement is all the more satisfying when it is remembered that the Association, in the last convention year, spent more on legislation than in any 12 months previously. The amount paid out from this fund was \$3,029.38.

Attention is also directed to our total footings, which have reached the sum of \$45,069.13. This is \$8,350.12 more than last year, which was the largest ever reached. The statement in full, covering the period from September 25, 1916, to September 23, 1917, inclusive, is as follows:

Receipts.	
Cash on hand last report.....	\$14,830.30
Direct dues .....	13,267.50
Direct membership .....	3,320.50
Associate dues .....	203.00
Associate membership .....	43.50
Regular subscriptions to <i>Who Is</i>	
<i>Who</i> .....	601.50
Affiliated subscriptions to <i>Who Is</i>	
<i>Who</i> .....	729.00
<i>Who Is Who</i> advertising.....	10,168.08
Sundries .....	27.25
Arbitration fees .....	855.00
Affiliated dues .....	725.50
Investments .....	300.00
Total Receipts .....	\$45,069.13
Expenditures.	
Salary account .....	\$ 7,683.00
Office supplies .....	828.94
Express and telegrams .....	210.13
General printing .....	279.25
<i>Who Is Who</i> .....	9,246.46
Office rent .....	565.00
Telephone rent and tolls.....	49.05
Arbitration deposit fees .....	450.00
Legislative expense .....	3,029.38
Officers' traveling expense .....	965.68
Secretary's traveling expense.....	581.19
Postage .....	750.72
Sundries .....	337.12
Convention expense .....	1,371.46
Arbitration expense .....	553.17
Refund application fees .....	15.00
Total expenditures .....	\$26,915.55
In Bank:	
Commercial account .....	\$ 8,026.58
Certificates of deposit bearing	
4 per cent interest.....	10,000.00
Petty cash account.....	127.00
	\$18,153.58
	\$45,069.13

## Conclusion.

Before drawing this report to a close I desire most earnestly to thank all the officers and Directors of the Association for their many kindnesses to me during the year. It is indeed a great privilege and an honor to be associated with such courteous and considerate officials. Our relations could not have been more harmonious. We have come through a strenuous year without the slightest friction, but instead a closer knitting of the bonds of friendship and cordiality.

## Efficient President.

I wish especially to pay a little personal tribute to your chief executive, who has given so much of his valuable time to the Association in the past year. Fate was kind to the organization when it pointed its hand toward him at the Baltimore Convention a year ago. No one could at that time have foreseen the entrance of our beloved country into the great war and of the worries and critical times ahead of the grain trade. But Mr. Eikenberry has measured up fully to every responsibility. He has met every crisis with firmness, courage, tact and great executive ability. He is indeed a worthy successor to a long line of able men who have made the Association what it is.

## Tribute to J. W. McCord.

To Mr. J. W. McCord, and the chairmen of all the committees I want to show my respect and appreciation. Mr. McCord, who has been chairman of the Executive Committee for so long, has never for a moment taken his eye from the administration of the secretarial office, nor has he relaxed his vigilance over the broader policies of the organization. It is easy to understand why this "Grand Old Man" of the Association is affectionately referred to as "Uncle Joe" by his legion of friends. It is because he is an uncle to everyone who needs assistance and advice.

I hope it is not out of place for me to say a word about our hard-working office force. The National Association has long since passed the period where one man can take care of all the clerical and other

labor. In Mr. Kiburtz, Mr. Sayles and Miss Haar the Association has three loyal and earnest workers whose one ambition is to see that your interests are promptly and efficiently taken care of.

The past year has been a severe one for every member, and especially for the officers of the Association. No man has the prescience to pierce the veil and tell us what lies before us. Perhaps it is well that we cannot see into the future. The stoutest of hearts might quail. One thing, however, we can be sure of: The Grain Dealers National Association will go through the storm, no matter how long or severe it is, because it has a definite and noble purpose. Indeed its existence becomes more and more a necessity as the war clouds darken and the sound of the cannon comes nearer and nearer. In war such as the present one man is a mere feather on the great sea of life. As an individual he is no more than a common soldier on the battle front, but as a member of a great organization he becomes, to some extent at least, master of his fate. Representing as you do a great industry you can preserve much from the wreck when the storm is over. Let us as members of this great Association, see to it that the cannon in Europe does not shoot away our liberties while it is destroying everything else. You can preserve these priceless gifts far better as a member of the Association than you can in any other way. [Applause.]

**President Eikenberry:** The hour for adjournment has passed, but I would ask that you hear the report of the Legislative Committee. The chairman of that committee, Mr. Reynolds, has come here from a sanitarium where he is seeking to restore his health expended in his efforts of the past season, not alone on behalf of the Association, but to which the efforts expended for the Association have materially added.



GROUP OF LADIES PRESENT AT THE CONVENTION, PHOTOGRAPHED DURING A STOP IN THE AUTOMOBILE RIDE, MONDAY AFTERNOON

He can stay with us but today, and this is the only time he has to present his report. I desire at this time to present Mr. A. E. Reynolds, chairman of the Legislative Committee. [Applause.]

#### REPORT OF LEGISLATIVE COMMITTEE

**Mr. Reynolds:** Multiplicity of duties had so impaired my vigor that I thought best to undergo a slight course of repair. It has been apparent in the reports of the president and secretary that a very cordial and mutual understanding existed between us, and they have covered the ground usually left for the chairman of your Legislative Committee. I had not expected to be at this convention until the time arrived so nearly, and I found it absolutely impossible in my present state of vigor to stay away. [Laughter.] My health is not seriously impaired, and I hope to attend many future conventions.

In the past 10 years that I have had the honor of being chairman of this committee have usually presented a written and somewhat studied report, as I felt the importance of every utterance made in a legislative direction, because of the weight it might have in shaping the future of this Association in its general relation with the Government. Through all deliberations of this committee and of the officers of this Association, the one prime object in view has been to establish such a relation with the Government as would in the end define us as an integral part of this great commonwealth and of the legislative functions that must devolve upon the Government. And, when they established such relation with the Government as would in time of necessity and under the stress of war be recognized as a potent factor in shaping the Government for the great necessity of war.

#### Association Recognized by Government.

The very first Association recognized, the very first commercial body called in to counsel with the Government, was the Grain Dealers National Association. And while there has been some dissatisfaction expressed at the final result of legislation that has taken place, gentlemen, I attribute it more to the fact that it disturbed your personal business, your personal relation with business, more than to any real fault that you could find after you define the relation as it has existed between the grain trade and the Government. There is absolutely no reason for any one being dissatisfied with the relation that the grain trade now bears to the Government, or

with the authority that the Government has exercised over the grain trade.

I know I am speaking to a loyal clientele when I speak to you gentlemen about the relation we bear to the Government and the function that the Government has assumed over our business. I know the complaining letters I have received did not come from the source of disloyalty. They have come somewhat because we have not been used to having our liberty curtailed. And here I want to say that one of the great benefits I expect to see come out of this war is a reasonable exercise of liberty that leads not to license, because the greatest danger that liberty has ever created in this country is that liberty has largely brought about the exercise of license instead of liberty, and that is a dangerous state of affairs.

#### The Business of War.

In letters from the loyal members of this Association I find reference to how it has disturbed "my business." That leads to the question, What is "my business"? What is your business? What is the business of the grain trade in New York, in Texas or Kansas or Oklahoma or Minnesota? Gentlemen, you have no "my business"; there is no private business, there are no private functions to be exercised. There is just one grand business in which we are all now engaged, and that is winning this war. [Applause.] And when your business is upset, it is only a casual drift of one feather in the great business that the Government is now engaged in. If you lose \$10,000, nobody is sorry for you, and you must not be sorry for yourself. The business world hasn't lost that money. It is simply going into different channels, and those channels lead to the victory that is ahead of us.

In these 10 years that I have had the honor of being

went down there. I had the honor of leading the committee into the room where the hearing was being held under Chairman Lever, and Mr. Lever at once referred to the grain people who were present, and said he expected to give them a hearing. We had no date set. We simply went down there to see what could be done.

#### Measure Not Opposed.

I had a talk with the chairman. I at once telegraphed for your president and secretary and several members of the grain trade throughout the country, because I didn't want to be responsible for the drift of things that was setting in. I felt sure in my own mind that I was right, but I wanted the confirmation and experience of other members of the grain business. They came down there and I expressed myself then, as I am not sorry that I did, that I felt we would do wrong and undo the good work of 10 years of hard labor in placing ourselves on the right side of the Government if we opposed that measure, and that the best thing to be done was to try to shape it into the most sane channel possible. That expression was approved by the other grain dealers who had been invited there, and from that time forward we tried only to shape the legislation of the Food Control Bill in so far as it would in any way affect the grain.

#### Food Control Bill Shaped.

How well we succeeded maybe you do not all appreciate. I hope you do. I hope you recognize that our business was that business to which the public opinion was attracted more than any other one business; that speculation which had taken place a few weeks before that meeting had been such as never before had been witnessed in the world. When the people were crying on one side that they would starve because of these

chairman of your Legislative Committee, we have fortunately prepared the way to submit to this control that is now exercised over us. We have gone along with uniformity, and we presented to the Government uniformity. They didn't give it to us; we gave it to them. They tried to give us something else, and we rejected it and showed the way they wanted to go. It was educational, as the secretary has said. Then they wanted to wipe out all future trading. Instead of that we have continually talked control. So when the time came when it was necessary to abolish future trading for the time being on wheat, they didn't wipe it out by statutory regulation; they simply exercised a police function and for the time being set aside future trading on wheat. Only you don't have to go back and get a law passed or repealed to allow you to go ahead some time. When the police regulations are gone, you assume the natural channel and go along again, and it will come to that.

#### Influence of the Association.

We went along without any control of the railroads. We got the Pomerene Bill passed. As the secretary has said, it hasn't worked out as we expected it would, but it was because the railroads took advantage of a technicality, and a technicality in the end never did or will control a great piece of legislation. So don't be alarmed; the technicality will disappear. The very fact that the railroads saw fit to appeal to a technicality in order to evade the law proves better than any other thing the worth of that law, and the technicality will, one of these bright days, disappear. Senator Pomerene has prepared an amendment to the measure which in due time will be introduced and passed, but there is no use to try to do it now. It would be lost in the great upheaval. It has no part or parcel in the great business before us now of winning the war.

When the Food Control Bill was introduced, your Legislative Committee was at once notified. This Association, as I told you, was first recognized, and we went down to Washington to see what could be done. To those of you who have not been in Washington during these strenuous times, I have to say to you that you either get ready to get into the current of affairs and go the way the wind blows, or don't go to Washington, because they are only doing one thing in Washington, getting ready to win the war, and if you are not a part of that, stay out of Washington and keep out of that whirlwind. We

speculators running the price of foodstuffs to the extreme limits that they were running it, and when on the other side the producing public were saying, "We get no part of this great speculative advance. The speculators get the foodstuffs out of the hands of the producers, store it up, and begin at once to set up plans to compel the people to buy it at high prices." The consumer was paying an enormous price; the producer was claiming he got no part of it.

#### Public Opinion Rules.

In a critical time such as that it is useless to go counter to public opinion. It is against the power of any man to argue as such conditions as then existed. You say it wasn't true. I say that is a fact; it wasn't all true. The producer got a large part of the profits. The consumer was not, under the conditions, paying as abnormally high prices as he claimed, but there was the fact that the producer was not getting all that was due him, and there was the fact that the consumer was paying more than the conditions warranted and more than he should pay if those conditions kept on. At that critical juncture came we, the grain trade, before that committee to advise, and to either acquiesce in the drift of things as they were or to set about to try to change them. It would have been the part of insane men to have tried to force upon the public at that time any policy counter to the general opinion of the public. The only sane thing to do was to follow along reasonable lines and to impress upon that committee the cardinal points which were to be guarded to keep from devastating the grain trade altogether. Whether you think so or not, I believe the grain trade succeeded, and that the future will show that they did the best and the wisest and the only thing to do.

#### Fairness Shown in Controlling Grain Trade.

The fact that one of our number, Mr. Barnes, was appointed to control the grain trade is enough to show that there was some influence somewhere and that we were to have a fair show in the matter. Now, it is not a question of what ought to have been in that law or where its defects are. That time has passed. We have a law, and on the whole it is not a bad law under existing conditions. We are in the hands of a Food Control Commission. We are fortunate Mr. Barnes is at its head. [Applause.] There had been a socialistic trend or tendency of the legislative mind of the country for several years that looked toward a control of the grain trade, through the suppression of future trading by reason of elimi-

nating the middleman. The Secretary of Agriculture, as you know, leans toward the co-operative plan of direct from the producer to the consumer, the elimination of the middleman; and we, as the grain trade, are middlemen. That tendency for the time being has all stopped. And why? Because Mr. Hoover and Mr. Barnes, in their broad minds and under consideration of the fact that they had a great responsibility on them, were willing to call in grain men to help conduct grain affairs; not inexperienced legislators to make laws that are unexecutable.

#### Middlemen Encouraged.

The tendency today, gentlemen, instead of the elimination of the middleman today, is to foster him. Mr. Barnes believes in that course and Mr. Hoover believes in that course, and where your business has been interfered with it is not because there is a tendency to eliminate you, but because the great public mind was so directed at the grain trade that it was the first thing to be controlled. Instead of a law controlling it in specific principles, it is controlled more generally under police regulation. There was nothing in the law to fix the present price of wheat. But in its broad police powers it did give control over food in such a way that they assumed the authority, and doubtless it was a good thing in fixing the price, although I never favored it.

#### Future of the Trade.

Now, the great question, in common parlance, is: "Where are we at as a grain trade? And when we get through, what is going to be left for us?" That is in the mind of each of you. Where are we going to land when it is over? I don't know; but I have that profound faith in the eternal fitness of things that leads me to hope and believe earnestly and candidly that when the war is over and the time comes for readjustment with the grain trade, you men here and those coming after you will have the fixing and shaping of the grain industry just as thoroughly as you have had it in the past; not in the same way, because you will never live in the same world that you have been living in. This is to be a new world, a new world of business, a new world of commerce, a new world of social relations, a new world of governments, a new world of ideas, and in a new world so complete as the one in which we are to live in the future the old things have little part, and the man who cannot prepare himself for a revolution more rapid and more drastic than history has ever recorded in all the years past will have no place in this new world we are to live in.

I believe in the middleman in the grain trade. I believe in him in every other line of industry. I believe the man who devotes himself to a single line of business is the one who will succeed and prevail in that line of business. I do not believe in any half-way farmer, grain dealer, shipper, miller, all combined. He will be a failure in the future just as he has been a failure in the past. There will be room for the specialist in the future—and the grain man is a specialist, I don't care whether he buys from the farmer on the plains of Oklahoma or whether he sells grain to the foreign countries in New York. He is a specialist and there will be room for him; and the general personage who tries to be everything will fail as he has in the past, and there will be your inning and my inning in the grain trade.

#### Grain Business to Continue.

I expect to devote the rest of my natural life to helping run a string of elevators in Indiana, buying the grain from the farmer and shipping it to you men, who will do your part in getting it to the consumers of the world. I have profound faith that that thing will be, but it won't be just as it has been in the past. And how much the Government will leave to us to do in the future depends on the Grain Dealers National Association and on the work that you do with wheat. And our ability to do a great work will depend more on the foundation that this Association has laid with the Government at Washington in the past 10 years than all other influences combined. They believe in us down there. Why? We have never led them astray. We never went down there chasing a false god or presenting an unreasonable theory. We went with facts. We drove home to Wiley and Secretary Wilson, to all of the Government in 1912, when they said the Food and Drugs Act must apply to grain, and when the legal department said it did we drove home to them the fact it would not do. The law has not been changed, but custom has been changed, and you know the Food and Drugs Act has very little relation to the grain trade as we conduct it today.

#### Grain Exchanges Saved.

When they said to us, "You must abolish all exchanges and quotations of markets," we went down there and drove sledge-hammer blows home to them and made them understand that the grain trade could not be conducted on the same basis as some small business in which the general public was not largely interested.

When the railroads, through the most powerful lobby ever known, proclaimed that the Pomerene Bill must not pass, we went down there—and when I say "we" I am not using it in the sense of ego—but the grain trade went down there and said, "This Bill must come out," and when Judge Adamson in his arrogance said it should not come out, we drove home such sledge-hammer blows that the Bill came out of the

Committee the next day, although it had rested there for 3 years.

#### Must Keep Loyal.

We are going to have that same influence in the reconstruction that is coming, and I appeal to this Association to keep on the loyal side with the Government. You owe a duty to the Government larger than your duty to yourself or your business. Men have written me letters since this law went into effect saying, "I will lose \$20,000," and it didn't even make me sorry. I knew that had to happen. Our business lost money because of the passage of this law, but that is only our little contribution to the great cost of helping to win the war. We must do our part; we can't escape it. We are for the time being only a servant of the Government, and if our taxes are high we must pay them and smile; and if our business is sacrificed, let it go; but surely there is a good day coming.

#### Faith in Food Control Bill.

I believe in the Food Control Bill. I believe in Mr. Barnes as its administrator as far as the grain trade is concerned. I know many errors have been made and that more will be made, but the men administering it are only men as you are men. They have to sit there and pass judgment as you might were you in



TWO PROMINENT MILWAUKEE DELEGATES

their place. They are not all-seeing; they are not all-wise; but I have the profound belief that they are honest. [Applause.]

#### No Politics in War.

Politically I am not in accord with this administration in that I usually vote the ticket on the other side, but I am absolutely in accord with this administration in fighting this war [Applause]. I do not believe in one expression that has been made in the House or Senate of the United States reflecting on the integrity of the administrators of this war. I believe it is all political buncombe, and I believe our profound contempt should be visited upon any man who is opposed to the Government in what it has done or is doing [Applause]. It is easy to find fault, but it is a very difficult matter to lay out plans of such gigantic proportions as have been necessary to conduct the preliminaries of this war and not make some mistakes. Those men deserve your patriotic endorsement, your help, your prayers and your sympathies, and without that they work at a great disadvantage.

I would like to see more of the Andrew Jackson idea, and wherever one man sticks up his head opposed to what is being done, that the proclamation go forward, "If I hear more of that down in that neighborhood, I will send troops down there and hang you higher than ever Haman was hung." The more of that sentiment we get, the fewer of our young men will be slaughtered on the battlefields of Europe [Applause]. The humane way of conducting the war may seem a very unreasonable subject to discuss, but I believe there are humane principles that enter into the conduct of a war, and the first is to down every traitor in your own country [Applause].

#### Work with Mr. Hoover.

I am straying far afield on a Legislative Committee report, but it was understood the president and secretary would cover the legislative field. I want to make one last appeal to you, gentlemen, and that is to receive the Food Control Law with all the patriotic zeal and fervor of your souls, and help to work it out to a final conclusion in connection with Mr. Barnes and Mr. Hoover, keeping in sight above all things that where it interferes with you or your business it is your

patriotic contribution to the winning of this war [Applause].

**W. T. Cornellison:** I move we express our deep appreciation of the very able work of Mr. Reynolds, and also our deep appreciation of the self-sacrifice he has made for the Association.

**C. A. Magnuson:** I will second that motion, and would ask that it include also the rest of the Legislative Committee. [Motion unanimously carried.]

**C. D. Jones:** I desire to offer a resolution. There is probably no name on the records of this Association that carries with it a representation of more loyalty to the Association, more work, more sacrifice in its behalf, than that of Lee G. Metcalf, one of our former presidents [Applause]. I doubt if there is a man in the membership of this Association who stands higher in the affection of each and every individual member than he. You have all no doubt noted his absence today. This great and good man is at home nursing a sick wife, and is himself a sick man. I believe it would be the spontaneous expression of every member present that they would like Mr. Metcalf to know their hearts are with him in his sorrow, and that they have noted his absence from this convention. Therefore I move a committee of three be appointed to wire Mr. Metcalf and express those sentiments in the name of all the members present. [Seconded by Mr. King and carried.]

**President Eikenberry:** I will appoint Messrs. C. D. Jones, H. I. Baldwin and Vice-President Moore.

**H. B. Dorsey:** I move the report of the secretary be received and filed. [Seconded by Mr. Morris and carried.]

#### CONVENTION COMMITTEES.

**President Eikenberry:** I desire to announce the following convention committees:

**COMMITTEE ON RESOLUTIONS:** H. N. Sager, Chicago, Ill.; A. L. Scott, Pittsburg, Kan.; Charles England, Baltimore, Md.; H. B. Dorsey, Fort Worth, Texas; Marshall Hall, St. Louis, Mo.

**COMMITTEE ON NOMINATIONS:** Charles D. Jones, Nashville, Tenn.; U. F. Clemons, Marshall, Okla.; E. M. Wayne, Delavan, Ill.; C. A. Magnuson, Minneapolis, Minn.; E. A. Grubbs, Greenville, Ohio.

**AUDITING COMMITTEE:** J. R. Murrel, Jr., Cedar Rapids, Iowa; E. A. Fitzgerald, Cincinnati, Ohio; Bennett Taylor, Crawfordsville, Ind.

**H. B. Dorsey:** I move we take a very short noon recess, because the discussion of Mr. Barnes will be a very important one. [Seconded and carried. Adjournment taken until 1:30 p. m.]

#### Monday Afternoon Session

The convention was called to order at 1:30 o'clock.

**President Eikenberry:** In the last few months Julius Barnes has loomed larger in the grain trade than any other man in the United States. It is quite unnecessary to make an address introductory to any remarks that Mr. Barnes may make to this convention. I take extreme pleasure in introducing Mr. Barnes, the president of the Food Administration Grain Corporation [Applause].

#### THE FOOD CONTROL BILL

**Mr. Barnes:** Gentlemen, if I had ever wished that I had the power and the eloquence to carry to you the situation and the story and the purpose underlying the Grain Corporation operation as I should like to get it before you; if I had ever wished that I possessed the tongue of eloquence to convince you that there was a real purpose and a real sincerity behind this operation which carried it far beyond the commercial field, it is today when I see you, the men who might carry back, as creators of sentiment in your various communities, the underlying purpose of this Grain Corporation and its policy. I have no such power to carry conviction with you, but I have, I hope, the power to impress you with the sincerity of our operation, with the dissociation from private interests of those men who are directing its policies and endeavoring to make it fulfill a great public service in a time of need, and I hope I have the power to convince you, by explanation and argument, that the policies which it seeks to enforce and carry out were dictated, not by selfish considerations of personalities or communities or of interests, but solely that the Grain Corporation as an instrument of the Food Administration may serve the great end which it should, and may help to carry this war in which our nation is involved to a successful conclusion.

#### Grain Exchange System Right.

If I can succeed today in carrying to you the story of its formation and the reason for its existence in so fitting a manner that you will be able to go back convinced of its necessity and its soundness, of the field in which it must enact its part, and convinced that it will play that part, actually accomplishing those ends which it should accomplish in directing the great grain trade of the United States in such way as to be a real aid to our Allies' and to our own cause, then I shall be satisfied indeed.

I have always been an advocate of the Grain Exchange System of the grain business. I believe it has justified itself by 20 years of demonstration to be the

most efficient and most economical method of translating the farmer's produce into the people's food. I believe the American Exchange System is far more perfect as a means of that commercial conversion than any Grain System which is in existence today in any country or in any clime. I believe that in wheat especially, the daily and hourly and minute fluctuations of a price, which to the unthinking record only the speculative instinct and the opportunities for gambling, are in effect the recording of intelligent appreciation of underlying factors on which intelligent business must always base its operations. When you realize that wheat is the prime food of the world, and that it is a crop which almost consumes itself exactly each year, and that it is a crop of which some portion is being matured in some section of the world every month in the year, and that the climatic development of each month adds or detracts from the total supply available for a world's yearly consumption, you will see there is a real reason for daily adjustment to the conditions of growing crops, to a reappraisal of the demand on the existing supply, which must be regarded by intelligent business men from day to day and year to year.

#### Exchanges Now Inadequate.

But that applies only when the world is free to respond to its natural influences; when the commercial competition of Australia and Argentina, of India and Russia, and Canada and the United States were free to enact their part; but when war broke that chain of communication, when the relation between markets was severed, as it never had been before, we face a condition which requires a new order of things. When constituted authority put its heavy hand on the commercial play of supply and demand, it became necessary for us to readjust our methods of business or perish. I have no sympathy with Government control of foods, or of any article of commerce in which there is a fair and assured play of commercial factors, except that which is forced by war necessity, and that condition is with us today.

You have been taught for many years, and you have taught your bankers to believe and rely upon it, that the system of Exchange hedging made the advancing on grain stocks the safest banking business in the world. It is no longer such. The hedging system under today's conditions would be a menace to you and not a security. The safe hedge which a country dealer today can acquire is that contract with the Government which is offered by the Grain Corporation, which without any necessity of advancing margins for fluctuating prices, secures the integrity of the value of his commodity.

#### Food Control Bill Necessary.

So when it became a conviction that the independent and hedging system of grain must be displaced, or we would face a year of the wildest fluctuations in grain that we have ever known, it became the patriotic duty of those in charge of the administration of the Government to devise a plan which would, with the least dislocation possible of independent and established business, furnish that control of prices, and apportion to ourselves and to our Allies the supplies which we could furnish.

The system which has been put in operation under the management of the Grain Corporation has been one evolved after many serious discussions and much investigation. There have been scores of visitors to Washington, every one of whom has been patiently heard and carefully listened to. There have been thousands of letters, with their myriad suggestions, considered and analyzed, weighed and discarded or adopted. These suggestions have run from comic to tragic. I recall that one suggestion we had was addressed to Mr. Hoover, urging him to use the power of the Administrator to prohibit the use of eggs in making eggnog [Laughter]; not on the ground that eggnog itself was objectionable, but because under the American custom only the white of the egg was used and the yolk discarded and lost.

#### A Pathetic Appeal.

And if you love duty, how would you like to receive a letter, as we did, as pathetic as this, written on soiled stationery from a little country town, a mountain village in Kentucky, written by a woman evidently of refinement, picturing herself as aged and alone in the world, and of moderate circumstances, and saying that she enclosed the newspaper clipping of the sermon preached in the local church the Sunday before, in which the pastor had pointed out beyond any doubt that this was a year of the great war referred to in certain books in the Bible; and that it could properly be deduced from that prophecy that wheat would sell at \$8 a bushel and flour at \$34 a barrel; and saying: "Mr. Hoover, I don't think I can live through such conditions!"

There has been a mixture, as I say, of comedy and tragedy throughout the whole desire of the people generally to see in Mr. Hoover the prophet who should lead them out of the abyss of high prices, of uncertain fluctuations, of a feeling inspired last year by the tremendous fluctuations in wheat that our food supply was insufficient, and starvation was on the way.

We know that America, with its immense resources, with its wide range of climate, soil and crop, can never be starved. It was not a problem of sustaining ourselves, it was a problem of how to discharge fairly our obligations to our Allies. And the only way to con-

trol our own needs and to fairly apportion it to our Allies seemed to be to take the whole wheat operation out of the hands of independent commercial operation and put it in the hands of one authority that should secure it all and apportion it fairly.

Now the methods by which that is arrived at would be to you men who have been brought up in the American atmosphere of free competition and fair play almost unbearable, unless you so arrived at such a picture in your heart of the public service which that operation gives, and its contribution directly to humanity. Unless you can get a picture of the reassurance that means to our heroic Allies, to desperate France, that we will share with her our store of foods, and not leave her open to the fear that after all her willingness to pay the price, she will not then secure sufficient food. Or to England, stubborn and indomitable England, opposing the German foe, assured by such a Government operation that she shall fairly be assured a portion of the supplies that we have abundance of and which she lacks.

#### Burden Is Necessary.

So, I say, we started with the idea that there was a great underlying need for this operation, and when you feel convinced that there is such a need, you will find it enables you to accept cheerfully many sacrifices that otherwise seem unbearable, and steels your heart to many things that otherwise would seem burdensome and unnecessary; and when you realize that the men directing this enterprise have that feeling in all sincerity in their hearts, and they feel that there is a great humanitarian purpose in the operation of this great Grain Corporation, you will realize that these men are not trying to create commercial reputations, are not trying to demonstrate that they have the ability and the experience to carry this great operation through, but are doing it in the same sense of public service in which every boy who enlists goes to the front. And when you realize that that is the spirit in which it is being



JULIUS H. BARNES  
President of Food Administration Grain Corporation

operated, you will realize also that there will be no failure, that step by step the system will be improved or modified or altered, making its operation more certain, more thorough, and that it rests on you, gentlemen, the commercial community of America, how far that coercion is necessary to go. [Applause]

#### A Great Experiment.

We are engaged in a great experiment, a wonderful experiment, an experiment which I believe is impossible with any other people in the world than the American people. We have yet to demonstrate that we can do it successfully, but if it can be done among any people in the world, it can be done among Americans convinced of its need and of its wisdom. England tried it, and step by step she has been forced until today she operates her own mills. Her problem was comparatively simple. Her great milling centers were at seaboard, to which the raw material could be supplied without the difficulties that we encounter here. Her milling centers were at those seaboard points or within easy distance of them. We have a country 10 times as vast, interlaced with varying crops of varying quantities and varieties, interlaced with a system of milling-in-transits and proportionals and balance of through rates that make a commercial structure most intricate, and yet we are engaged in the illogical attempt to preserve competition in the milling business and the grain handling business, in a field as complicated and intricate as that. It is an economic anomaly, and if it is successful, it will be the greatest demonstration to the world that democracy can by self-control play every part that autocracy can by coercion. [Applause]

#### Present System Is Apparent Anomaly.

If you will follow the chain of thought through yourself, you will see how illogical it is that a nation engaged in war, and attempting to govern the distribution of its prime food supply, can still attempt to preserve independent the milling business to the extent of different brands and qualities and blends and different sections affected, as I say, by all those varying factors of sources of origin in different fields and of markets interlaced by the exchange of this same commodity under a brand and name apparently differing. What I mean is this: When we come to apply our railroad rate system to the present distribution of wheat, we are almost appalled by the inconsistencies and the contradictions we discover.

If in the Central West in one year a crop was plenti-

ful in the North and the need for wheat urgent to the South, the railroads responded to a demand for a milling-in-transit North to South. The next year conditions changed, and the railroads constructed a freight structure working the other way, but left the first one in; and then there came a time when East to West was needed, and then West to East, until today with many mills it becomes a question of not where they want to secure their wheat supply, but where can I secure my wheat supply that fits the flour demand which reaches me today. Tomorrow a flour demand will require a different wheat supply.

#### Answer Is Government Control.

Gentlemen, this is the short answer to a condition like that; the logical answer is to wipe out all such differentials, to take over every grain elevator in the United States and every mill, and operate it under Government control, and make one grade of war flour, and distribute it where it can go most economically on the rate structure as it exists or one that is forced into being. I say that is the only logical answer, but I hope we will never reach it. And we intend to give the commercial established agencies of the United States a chance to co-operate with us so wisely, with such self-restraint, in such a spirit of sacrifice of individual profits and honesty, that it will never be necessary, and we hope to return intact to the established grain trade of the United States, this great grain handling business which is full of so many inconsistencies when regarded as a whole. [Applause]

#### Grain Corporation Not Infallible.

We do not conceive that we, the gentlemen who direct the policies of the Grain Corporation, are infallible, nor that out of our experience we can mostly wisely decide every question of policy which arises, but we do claim that the gentlemen who are directing the Grain Corporation—and I speak now of the second vice-presidents and the agents—are all men of ability in the trade and of experience. They have dissociated themselves from any profits in any line of grain endeavor. They are approaching this question with all the sense of responsibility which a great public obligation imposes on a man's conscience. And I feel I have a right to claim, and I feel you will admit to me the claim is just, that their decisions carefully taken after due consideration and decision will be as nearly the fair and just and wise policies as is natural for any human being to arrive at.

It is because I want you to feel how nation-wide this operation is, and because knowing it is nation-wide, you must realize the many problems that come before us every day, that I want to appeal to you in this operation not to approach it in the spirit of finding how far you can go under the regulations of this operation, how can you defeat it, how can you live against its rules and regulations and its policies, but how can you help make it effective, how feeling that it is a great war weapon directed with the most sincere desire to make it effective, can you help make it successful in every degree.

You must appreciate that if you are to feel that way you must have confidence in the men directing the Grain Corporation and the Food Administration. You haven't the personal acquaintance with Mr. Hoover that some of us have. You haven't even the public acquaintance, the reputation by news and word of mouth, which he deserves. And it is because I feel that if you knew him as intimately as I have learned to know him, you would feel the same confidence in him, that I am going to speak of him with just a little personal note.

#### Hoover's Wonderful Mind.

For over 3 months I have lived at his house and eaten breakfast at his table and dinner with him and his family and his household. He has had associated with him some 14 or 15 men. Some of them were Belgian Relief Commission workers exiled from Belgium by the outbreak of war, enthusiastic to serve in his new work under the chief they had served under for 3 years there. These men are all authorities in their line. They are experts on dietetics, on politics, on the commercial resources of these nations of Europe, and when I can say they have talked nothing that I have heard in that house except the policies of the Food Administration and their effective administration, you can realize that the matter has been thrashed out with a minuteness of detail with which few subjects are approached in our American hurry. Mr. Hoover has a wonderful mind. I have learned to respect it. I have learned to admire it. His range of subjects and his grasp of details are something marvelous. It is wonderful how he has comprehended the fundamentals of wheat operation, and turned from that in a moment to sugar and potatoes and fruits, and how he has held these trades in line, with admiration for his grasp of detail and of technicalities which took them years to learn, and, above all, how he has impressed them with the sincerity of a man who wants not prominence or honors or wealth, but only the sincere satisfaction of having served the public and served it well. [Applause.]

And Mr. Hoover is thoroughly in earnest in this war. It has been one of the curious experiences I have had, to see these men who worked in the Belgian Commission, who worked in Belgium and northern France, to see how they admire and revere the man under whom they served, a man who never says a word of approbation of any kind. He takes their whole-hearted service as a matter of course, and they give it as a matter of course, and in that feeling that

each is giving the best that is in him; not slighting in any way any strain mental or physical, there is a frankness and honesty in the household of Mr. Hoover which is a wonder to behold.

#### German Efficiency Loses Friends.

It is a curious thing, too, that in the Belgian Relief work, which at one time had 60 American volunteers, many of them young men with the admiration for efficiency, who, going to Belgium prejudiced in favor of the Germans because of their marvelous efficiency, have without exception come out of Belgium offended, the enemies of Germany. If they had seen in the treatment of the Belgians one thing of fairness, if these conquerors of a stricken people had shown any sense of fair play, these men would have come out with a different feeling. Most of them enlisted at once in the Allied armies, in order to show by their own acts and their own endeavors what they thought of German methods in a conquered territory. We are engaged today in warfare with an enemy who have aroused, in America at least, the most intense resentment, an enemy who by the recent disclosures shown you have no sense of fair play in anything. In politics they regard no code of honor; in war they have introduced those things which offend our sense of fair fighting. They introduced the gas and the flame. They introduced the abuse of the white flag; they have done everything that is despicable from a sense of fair fighting. They are a people who offend all our sense of honor in the violation of Belgium, and in their disregard of pledges of every kind. And the recent disclosures—and there are more to come—will show you that even before we were enemies of theirs, they were abusing our hospitality in a way which no honorable man can think of and approve.

Now, gentlemen, you are just beginning to learn that, but Mr. Hoover has had a chance in 3 years to

ing with his lieutenants some information which he needs to evolve a policy or some effective act to take along a policy already decided. He is to me the typical American, fighting every inch of the way, determined to make every weapon we have, commercial or otherwise, count in this war in which he is convinced our life is at stake.

#### The Fighting Spirit.

Now, gentlemen, if you feel that is the type of man who is directing your policy, we are all servants under him, some greater and some less, can't you see we have the right to appeal to you to take in the spirit of self-sacrifice that diminution of field of activity of commercial accomplishment which you must submit to, and to take it cheerfully, carrying in your heart the thought that you are serving in America's commercial army just as surely as your boy may be serving in the military forces abroad? [Applause.]

#### Speculators Not Needed Now.

It has been forced upon me by watching the operation of the last two weeks that there have grown up in the grain trade a great body of men, useful and necessary balance wheels under uncontrolled commercial competition, but I am afraid useless with a stabilized price, the class of men who unconsciously depended for their living wage on the fluctuating prices and the opportunity to put their experience and their individual judgment to profit thereby, and that with the stabilizing of the price that field is gone. It has forced upon me against my will that that is the condition, and that a great many men in the grain handling business today must make a scantier livelihood from what wheat they can handle, and I hope from the coarse grain they can handle, to maintain their organization until that happy day comes when peace will enable us to restore this whole operation to you. We have tried to evolve a system and a policy and a method of operation which preserved intact as near as may be

tell you frankly that after two or three weeks' operation I can see that the field is narrowed by the stabilized price to where some of you must submit to more sacrifice than the mill itself has to.

It may encourage you somewhat in approaching this great commercial experiment which I have spoken of, this experiment of whether a government with autocratic powers through law over a particular business and particular field of activity, can still preserve within itself the field for independent competitive effort. It may encourage you to believe that perhaps we can succeed when you know that what these men tell me is a fact, these men out of Germany—that in their commercial application the Germans have made every mistake which could possibly be made; that the efficiency which we have been taught existed in Germany has not operated under war conditions; that, as one of them said, all the best brains in Germany seem to be in the army. They have tried four different systems of applying food control, and failed in every one. So that I think we have a precedent that if this one fails or is altered, we can feel that at least we have made an effort in a new field, in a new way, and in a more democratic way than autocratic Germany has done.

#### Trade Must Do Their Part.

Now I feel I should emphasize again in leaving this great question with you, that it is up to you. We can make our rules and policies and enforce them, and will enforce them. We will make these rules and policies only after careful consideration, keeping in mind the whole interest of the whole people, but that after all, if the commercial interests of the grain trade, the millers and the grain handlers, the terminal elevator men, the operators and the country dealers cannot submit, cannot adjust their business and methods to these rules and regulations, so as to preserve their field within what we can allow them, that step by step we must enforce such control so to make this system effective in the end. [Applause.]

#### Democracy at Stake.

I hope, as I say, that we can demonstrate to the whole world what has never been done by any nation yet in this war and after 3 years of experience, that the American people, brought up by democratic methods and in a democratic atmosphere, can also democratize their business so that we can co-operate to attain by co-operation the same rigid control of production and distribution that they have had to do by edict. I have this hope. I have a hope that you gentlemen, going back to your communities, will carry with you such conviction of the sincerity and necessity of this operation that you will be able in your own communities to smoothe out these inequalities and complaints and differences, without bringing them up any further, and that you will be able to make the machine run with your own assistance and your own self-sacrifice.

#### The Flower of America's Commercial Army.

I have the hope that when this war is over, when it ends successfully, as it will end successfully for us [Applause], that in that day, you men, with years stretching before you, will feel that some of you, I know, have given your sons, (some of you are giving the best part of your income today), all of you will have given your heart's affection, your cordial support to a Government operation that has been an effective means of helping to win this war. And I hope to see the day come when in even stronger language of approval than the President expressed on learning the action of your representatives and delegates in Washington in pledging your whole hearted support to the administration—he expressed his pleasure at its being the finest instance of business patriotism he had seen. I hope the day will come, in the day of victory, when he will say that the grain trade is the very flower of America's commercial army. I thank you. [Long applause.]

**W. S. Washer:** I desire to introduce the following resolution: Resolved, that the Grain Dealers National Association, having heard the able, splendid and patriotic address of Mr. Julius H. Barnes, hereby endorse the same and pledge our unanimous and hearty support to the splendid work the Food Administration has in hand. [Seconded by H. B. Dorsey, and unanimously carried by rising vote.]

#### FOOD CONTROL DISCUSSION

**President Eikenberry:** Mr. Barnes says he will answer questions regarding the organization of which he is the head, such questions as may properly come up for consideration from the floor.

**E. H. Evans:** With No. 2 red at a price of \$2.27 at New York, should the price to be paid by a miller or a dealer at a country point be obtained by deducting the export rate of freight and also the commission of 1 per cent?

**Mr. Barnes:** I am going to answer that in a rather elaborate way. Congress by this Act put upon the Food Administrator the duty of taking from private control and putting into public control certain foods and necessities. Then after pronouncing it necessary in the public interest to have public control, they proceeded to make it as difficult as possible to get that control effective. They refused to allow the power to name a maximum price, they refused the authority to make a fixed price; they named a minimum price for the next year's crop. Now public control of a necessity can be obtained in no way except by control of the price, and it became necessary for us to evolve



H. H. NEWELL, E. L. CAMP, D. I. VAN NESS AND WIVES AT NIAGARA FALLS

see the German methods, and I can tell you there is no more whole-hearted American in America today determined as he is in carrying this war to a successful finish, because he believes the very life of democracy is at stake. And he will use every weapon in his power, and he will use every means to make that weapon effective, and by that I mean that he will give it the same study and care, the same consideration of its effective results as if it were a new gun or a new torpedo or some new military invention.

#### Embargo to Neutrals.

For instance, the Export Embargo Council was in its early days largely dominated by his ideas. The officials in Washington and the American people were not yet convinced that it was a necessary weapon or that the need existed to use it. It was Mr. Hoover's investigation that showed the American people that Denmark, feeding American grain and feed to its cattle, was able to ship 7,000 head of cattle a week into Germany. It was his investigation that showed that Norway and Sweden, exporting tons of fish into Germany, could by retaining that food at home relieve the strain on our already depleted stocks of wheat and flour. It is justly his idea that the proposal to stop the manufacturers in Scandinavia and in Holland from operating on American oil and American gasoline, and manufacturing airplane and automobile engines and other parts for German use against our boys. Every conclusion that he has expressed has been expressed after the soundest and most careful investigation and consideration of all the facts, and facts which are not generally known and which are found only by the most painstaking student, as he is.

In all the time I have been at his house I have never seen him play a game of cards or go out for a social engagement in the evening. Before breakfast, at breakfast, all day, at dinner and after dinner, he is discuss-

every agency in the grain trade, but economic necessity knows no law, and some of you will find the field restricted, in which we cannot protect you.

I feel you have some natural resentment, perhaps, against the arrangement with the millers. Perhaps I can remove much of that resentment by explanation. The maximum milling profit of 25 cents and the maximum milling operating cost of 75 cents a barrel were fixed solely as maximums, and to reach those mills which were most disadvantageously placed as to size of output or as to cost of operation. They are in no sense a permission to a mill to make 25 cents a barrel, nor to charge as operating cost 75 cents a barrel. The Government has assured the mills what it is has assured you, with this exception, that the translation of wheat to flour is an absolutely vital process, and that the mill at least must be retained in business. It has tried to assure the mill of this, on the assumption that they shall make a fair return on the proper capital investment employed. We have devised a monthly statement of operating cost and results for these mills, which will be submitted and analyzed at Washington each month, and no mill be allowed, and no mill will ask at this time, I am sure, of public sacrifice, to make more than that fair living profit on its actual investment.

#### Mills Not Assured of Profits.

I think some of you have felt that they were offered a basis which not only preserved them in business but in profitable business and in extra-profitable business. I think this explanation should show you that they are not so assured, and that they do not expect it. And we would gladly do the same for every class of grain trade that there is if the rigid and unerring economic law did not operate otherwise. We will gladly listen to suggestions; we will gladly meet such complaints of inequalities as reach us, but I

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a plan by which that control was obtained and made effective. Fortunately, the Act carried full authority for voluntary agreements of all kinds, and by that very authority authorized agreements which without the authority of that act would violate the Sherman Anti-Trust Law. So we approached this from the standpoint of getting a control by a control of all the buying power of the country. The Allies readily gave us that by contract, placing in our hands the entire buying power from the Allies. We controlled the neutral buying by the Export Embargo Act, by which no export license for food or grain products is issued except with the approval of the Grain Corporation.

We then approached the vast milling industry of America, and proposed to them a contract which was mutually advantageous, asking them by voluntary agreement to place in our hands the direction of their buying. When that was done we had the power to name a price, and the responsibility was upon us. So that as a solution of that the President was asked to appoint an independent commission to name what would be a proper price level, we having the power, theoretically at least, to enforce it. And the Price Commission made a price level based on the Chicago market of \$2.20 for the standard No. 1 grades.

You can see from what I say that we have no authority over the country dealer as yet. We are approaching the country dealer and the country elevator by sending out this last week a request to enter into a voluntary contract also with us, and by that voluntary contract to give us the right to bring about the retention of wheat stocks in their elevators, and to pay them storage, insurance and interest thereon at a fair rate, and to have a right to direct the shipment of that grain afterwards in any direction where the milling demand might develop. But until we exercise that right we have no authority over any grain movement except that through our voluntary agreement with the millers.

We have made a regulation, or rather an agreement mutually with the millers, that their basis of operation shall be to buy at the terminal points the grain which the Grain Corporation can give them at the scale price fixed at those points, and that if they go into the country district which depends on that point, they shall not exceed that, and they may not even do this without permission of the Grain Corporation agent on consideration of special circumstances. They may not exceed in their purchases in the country district a price equal to the trade discount on the terminal basic price, plus a further 1 cent per bushel deduction.

We went just as far as we could in making the mill deduct that 1 cent a bushel, in order to protect the independent grain dealer at these country points not connected with a mill, that he might have an equal and fair chance somewhat, to operate in the terminal ports, to make delivery at which he must allow a man from 1 cent a bushel to 1 per cent. Have I answered your question?

**Mr. Evans:** You have.

**J. M. Coucher:** Relative to the storage room which you have specified in these elevators under this proposed contract, suppose the man needs part of it for oats, would the Government exact the use of all of his storage for wheat, and if so, what must he do with his oats?

**Mr. Barnes:** The contract with the elevators allows the Grain Corporation to direct the retention of any wheat stocks they have at the time of such direction and any wheat which may be added to those stocks thereafter. The question is, supposing the Grain Corporation should demand the use of his entire storage facilities, part of which were already occupied with oats. The Grain Corporation has no idea of enforcing its contract rights to the direct loss of the grain operators, and I quite conceive that we will so study that question, that long before we get Mr. Coucher's storage space that he is using for oats, we should have advised him of it. If we find storage space used for oats that is absolutely needed for wheat, we shall have to direct the sale and removal of those oats. But, frankly, I can conceive no condition developing this year which would produce that condition in Mr. Coucher's elevator. Until we exercise our right on any of that storage, you go ahead and handle your business according to your best judgment. If we take your storage, we are obligated to pay you for that space. We will only take such space, and thereby check the movements of oats, if the movement is necessary for a more prime thing than oats, which is wheat, and in that case the oats would have to stay on the farm.

**R. H. Drennan:** You said the mill in a little town where I was operating an elevator would have a right to buy the wheat at 1 cent a bushel profit, or in other words, Government price for it. Do you think it possible for a local elevator to sell its wheat to the mill at 1 cent a bushel profit and get its money back? The mills in our state are buying wheat at very close to the Government price on account of the small receipts. That 1 cent profit to the elevator won't be sufficient to even take care of the Federal grade inspection in our state at the present time, not saying anything about salaries, overhead expense and shipping loss, which always has to be borne by small country elevators. I cannot see where we can exist under that rule, if it is not changed.

**Mr. Barnes:** Your position is that you think the

Government should direct a buying basis at these country stations which would include an expressed country handling profit at the station? Well now, let us see how it works. In the Northwest the ordinary country handling profit at a station is 3 cents a bushel. In Mr. Brennan's section it is 5 cents, 6 cents or 7 cents, the ordinary buying margin at the country station.

**Mr. Drennan:** You didn't understand. Put it this way: Suppose you and I had two country elevators, you as the miller and I as the country elevator. At the present time the mills are paying within 1 cent a bushel the price for wheat established by your Board. Where can I make 7 cents? If they are paying the price established for it by the Government within 1 cent, I could make only 1 cent. I would have to ship it maybe to the same mill or some other mill in some locality close by. I would have to sell it at the Government price. I would have to take destination weights and grades. I would have to take Federal inspection of that, and I would have to pay all the overhead of my local elevator, which is at least \$125 a month, besides my general office expense and all the interest on the money in my operation. I cannot do that for 1 cent per bushel.

**Mr. Barnes:** Nobody proposes that you shall.

**Mr. Drennan:** That is the condition in Oklahoma.

**Mr. Barnes:** I quite conceive that the mill at the same station at which there is an elevator has always had the advantage in competition in buying at that station, but in some way you have lived in competition heretofore. The mill has always been anxious to get that extra margin owing to its location, and why should he give the advantage away now?

**Mr. Drennan:** I never thought he had any advantage.

**Mr. Barnes:** Why not?

**Mr. Drennan:** I have been shipping grain from

proach the miller for a fair field. That is the only answer to that, which is one of the unfavorable developments of that situation, aggravated by your short crop.

**H. B. Dorsey:** Wouldn't it be a natural consequence, in such case as Mr. Drennan is citing, where he has had his investment there for a long time, that if the mill showed a disposition to absolutely put him out of business and destroy his investment, wouldn't the natural tendency be to make the mill pay the Government fixed price for all of the wheat? While, on the other hand, if he worked in a friendly spirit, the mill would get his proportion of the wheat at a nice margin, and then take Mr. Drennan's wheat at the Government price?

**Mr. Barnes:** This is no time for cut-throat competition [Applause.] I quite conceive that just now you come here from a field that feels in aggravated form these inequalities. Your crop has not moved freely; the milling supplies of this country and the stocks of flour and wheat were dangerously low in this country. We haven't had a chance to get under way. The movement is just commencing. You haven't had your corn crop and oats movement to help the dealers out, and they are feeling all the effects of this intense competition, which I think time will remedy to a large extent, and we still hope to get to the entire trade this field of co-operation which I have emphasized in my whole address. This is no time for competition, and to try to lay out a competitor in any field, and I hope it will gradually be developed in that way. [Applause.]

**Mr. Dorsey:** I fear my suggestion was not understood. It was that I believed it would work out along this line, that the miller will see very readily that by buying wheat on a reasonable margin, he would get his proportion at a less figure than he would if he were to aggravate the grain dealer, and my belief is that that condition will adjust itself. I just wanted



A HIGH-GRADE QUARTETTE FROM KANSAS CITY

Oklahoma for 25 years. I operate a line of elevators. I have had at some stations millers as competitors for years; at other stations I did not have the millers. I made just as much money at the station where I had the miller heretofore as where I didn't have. That condition did not exist before this new plan came up. It is true that the millers like to make money just as well as Bob Drennan does, and they usually make a great deal more than I do. But at this time we are practically put off the map at a great many towns in Oklahoma, and we haven't anything except wheat and a little cotton. Our corn is gone. If we have a license under the Government, shouldn't we have some protection to see that the mill should not put us out of business?

**Mr. Barnes:** I quite conceive that there are sections of the country where the movement is light, the crop is light, and perhaps your section is one of them, where the mill has the advantage this year even more than in previous years, and that can only be adjusted by the feeling of the mills towards you, by a policy directed by them, feeling that they should let their competitor live at the same station. I cannot see that we can make a rule that meets that condition without setting a buying margin in the country and directing the mill to preserve that margin, and I think to set a buying margin for this whole country, in view of what the customary margin is, running from 3 cents a bushel in the Northwest to 7 and 8 cents in Texas and other districts, would be almost impossible for a public service body to do except after an exhaustive investigation which we have neither the time nor energy to undertake, and which I do not think the grain dealer himself wants us to do. We prefer to leave that operating margin question with the grain dealer, for he knows better the local conditions and needs and his adjustment to them, and he will ap-

a confirmation of that, that that one thing would prevent cut-throat competition.

**T. L. Moore (Richmond):** Is the policy of the Grain Corporation going to be to export all the wheat possible, or try to divert it and manufacture it in this country, and then export it as flour, if that question is in order?

**Mr. Barnes:** We have a very definite policy by which we hope to encourage the export of our surplus as flour rather than wheat.

**A. E. Reynolds:** I want to urge you to ask Mr. Barnes questions. I have been so deluged with questions relating to this law that it is impossible for me to answer all of them. I know by experience that Mr. Barnes can answer them, and you get your answer first hand, authoritatively, and you relieve me from the task of trying to answer a lot of questions that I positively haven't time to answer.

**C. M. Bullitt:** After adjournment of the morning session I attended a small meeting of grain dealers and millers from the Southeastern Millers' Association. There were several questions that came up. A large part of the Southeastern millers are in the St. Louis territory, and their price, as they understand it, is based on the St. Louis price plus freight. At the same time there are many millers in that territory who have been accustomed to draw a large part of their supplies from Indiana, Illinois and Ohio, that is, in the Toledo or Philadelphia territory. How can they go into those territories and buy wheat, for example, based on the St. Louis price? Wheat at the Ohio River is worth at Louisville or Cincinnati for a farther Southeast miller \$2.17½, but wheat from Indiana points and Ohio points and some Illinois points, based on the freight rate to the Ohio River is worth \$2.18, \$2.19 and \$2.21, whatever it may be, based on the Eastern price. Can those millers go into that

territory and buy that wheat? In other words, can they today buy wheat from St. Louis that costs them \$2.17½ at the Ohio river, from Illinois costing them \$2.18½, from Indiana costing them \$2.19½, and from Ohio costing them \$2.20½, provided they comply with this last regulation of applying for permission to buy their supplies where they have been accustomed to buy them, namely, in this Central States territory? Then the cost of their wheat is their average of what they pay for it, provided, of course, as business men they can sell their flour at a profit on whatever they pay for it?

**Mr. Barnes:** We hadn't operated very long before we found this condition: That the mills nearest their source of supply were getting pretty nearly their full quota of wheat, and those mills east or farther from the source of supply, and entitled under their normal custom to draw on these original sources of supply, were getting nothing, and it became a question whether in our judgment we should see the local mills or mills at point of origin or in a section of origin run full, and not apportion any to those mills farther away needing it, until there was produced a surplus supply; or whether we should evolve a plan which would apportion fairly the supply in the relation it bore to the total demand in each section. So after conference with the millers we divided the country into eight milling divisions, based fairly, retaining the character of the flour which they normally produced; then on the 3-year record submitted to their milling chairman, their requirements for certain mixtures or proportions of their milling mixture outside of their home zone would be approved by him and passed along to the zone of origin, and he there would get his part of the legitimate demand on whatever movement was under way in that section. This meant that the Eastern mill which had normally used 20 per cent of spring wheat in its mixture, getting 20 per cent of its requirements approved by its milling chairman, would have that listed in Minneapolis or the Northwestern zone, and would be entitled to have his requirements to that extent filled in the same proportion that the Minneapolis mills were getting of their total requirements, and the same way in Nebraska and so on. You can see that is the only fair and just way of apportioning the movement of certain varieties of wheat in those sections until the movement in each section exceeded the total milling demand upon it, which may or may not develop at all this year.

**Mr. Bullitt** refers to the mills in one milling zone, the Southeast, wanting wheat from another milling division just north or west of it. Their procedure is quite clear under the milling agreement furnished the millers—I don't think you grain men have a copy, and I don't think you are interested in it because we control it from the millers' standpoint. That mill must have its requirements approved by its milling chairman, and then passed on to the other zone. He must have the approval of his milling chairman, and then, if he wants to, he is entitled to go out and buy that wheat in the same division in which his mill is located at any country point where he can find his supply most advantageously, but he must not pay that country dealer closer than the freight discount under the terminal price, less than 1 per cent, and then the mill buying on that basis absorbs whatever freight is necessary to reach his own mill. A mill so located, drawing from different zones, will have a slightly varying cost of milling supply.

**A. I. Merigold:** Is it the intention of the administration to make any distribution between off-grade, salvage and chicken feed wheat from the rules laid down applying on milling wheat? I represent a section where we raise practically no wheat, but consume hundreds of thousands of bushels of low-grade, off-grade and salvage wheat for poultry food. We are at a loss to know at the present time whether we come under the Government regulations as to price fixing and licensing. Is it the intention of the administration to forbid use of any wheat for poultry supplies that could be used for human consumption?

**Mr. Barnes:** We have not yet reached that position. We want to appeal to you chicken feed dealers to substitute in every way possible some other grain for wheat where you can, and then we conceive you have a legitimate field, and we will try to supply it without putting in any rule that you shall not use wheat at all for chicken feed. So far we are meeting that question day by day only, and have no definite policy. Maybe we will have to evolve one before long, but so far it seems to work satisfactorily. In your own district, for instance, there may be enough low-grade Canadian wheat unfit for milling to supply you.

**Mr. Merigold:** That has been our principal source of supply the last month and a half, the Canadian low-grade wheat, which we understand is practically used up. There have been very few offers from the West. I never have seen the time this time of year when you could go on the floor and fail to find four or five cars of wheat; usually there are hundreds of cars of low-grade off-grade wheat or screenings. Now there is practically none. Some markets tell us it cannot be shipped; others that there is a price regulation; others that the Government is fixing the price, and others that the Government is charging 1 per cent on all sales made to us. I was notified by the Buffalo office here on a purchase of five cars of wheat

from a Buffalo concern that they would invoice on me 1 per cent of the valuation, which made it 2 cents a bushel, stating the Government price was fixed on the price that I bought it at. Later they explained that it wasn't fixed, but that the Government had given them permission to sell it to me at that price. I couldn't understand why I should pay 1 per cent on my purchase from a dealer here, I being a jobber and selling to a retailer. If that were tacked on every time it changed hands, it might amount to 10 cents a bushel.

**Mr. Barnes:** We have no authority to assess you at all. We have no agreement with you, and no power to assess you 1 per cent. I do hope that you and other dealers will proceed so as to relieve the strain on wheat.

**J. E. Collins:** Is it the purpose of the Commission that when the harmonious working arrangement with the country elevators is brought about, wheat moving from these country elevator points shall go direct to the mills in the South over the gateway market?

**Mr. Barnes:** I would answer that by saying that the whole fundamental idea of this operation is to get wheat from the grower to the mill and then to the consumer in the cheapest and most convenient manner possible; that we hope to have our contracts with the country dealers and elevators so generally accepted that when our analyses of certain sections show that all the surplus which should move from



THEY WEIGH GRAIN AT CHICAGO

there has left—and we shall do that by weekly reports of all shipments from all railroad stations in the United States—that we shall then put into effect our option of retaining the stocks in the country elevators, and that as the mills in the different sections require supplies, it will be the duty of our agent to supply them from that point which can reach them to best advantage, taking into consideration milling-in-transits, proportionals and all other things.

**E. L. Camp:** Why is it that No. 2 red wheat, track Toledo, sells at \$2.19, No. 2 white at \$2.17, No. 2 red and white \$2.15, and No. 2 white and red \$2.13? Why should white wheat containing red wheat sell under the red wheat containing white? We much prefer the No. 2 white and red to the No. 2 red and white.

**Mr. Barnes:** That would be a grade of mixed wheat?

**Mr. Camp:** Yes, No. 2 white and red selling under No. 2 red and white.

**Mr. Barnes:** We hadn't operated very many days when we found that inconsistency apparent, and we have taken off fixed prices on mixed wheat, and have allowed it to sell in our zone markets on the judgment of our agents. We also took off the fixed price on No. 4's, because we found that the No. 4 grade covered too wide a variation in quality to fairly fix a fixed discount.

**C. T. Ballard:** After the adjournment this morning I heard an Ohio miller say that no wheat would be allowed to leave Ohio for shipment to any other location until the Ohio millers had their full requirement. I would like to ask if either the milling chairman at Toledo or the grain representative covering the Ohio District at Philadelphia has any authority to

inhibit the shipment of wheat from Ohio to any point where there may be a demand for it in conformity with the rules and regulations of the Grain Board?

**Mr. Barnes:** No, there is no such authority. You can quite see that an attempt to make a theoretical balance of certain sections of supply against the demand which must fall on it is more or less dangerous. Yet that is the only method of approach to it. We are making a very exact analysis of the sources of supply in this country by sections, and of the demand which will fall upon them, and that is the reason why we are approaching the elevator trade with these voluntary agreements, so that we can preserve the necessary milling reserves as near the point of origin as possible. I conceive that we have no authority, nor has the milling chairman nor our agent any authority, to say to any elevator man here or anywhere that he cannot ship his wheat in any direction he pleases. We are only trying to approach that by control of the buying market. But I do conceive that we have a right to ask a certain dealer to respect a request of ours, and I believe he will meet it in that spirit. [Applause.] I do not know of any such request at the present time.

**F. E. Watkins:** Do the voluntary agreements mailed out this week relate to storage in terminal elevators? My reason for asking is that the rate named therein contemplates storage and insurance, and does not state that the Government proposes to carry its own insurance on large stocks in terminal houses.

**Mr. Barnes:** The Government proposes to carry its own fire insurance at those terminals in which they are buying and paying for the warehouse receipts. Those are terminals only where we have our agencies. Your question relates to where there is a terminal, but where we have no agency. There we do not intend to pay for warehouse receipts, and we allow a rate that will enable him to carry his own insurance.

**H. E. Richter:** I buy storage. In other words, I have an elevator that does its business exclusively for me, gives me storage at a fixed rate. He owns no grain; he can't own any because he hasn't the finances to do it with. The rate fixed in this agreement covering storage and insurance and interest would show a loss to the party that held the grain. Is it the intention of the administration to fix that so that there will be no loss?

**Mr. Barnes:** No. The rate that we fixed of 1/15 cent a day, 2 cents a month, it seemed to us was high enough to allow a legitimate profit to any elevator operator. The particular instance you mention is where two operators are trying to get a profit from the carrying business, and I do not think we can provide for that.

**Mr. Richter:** You are mistaken as to the fact. The fact is that the storage rate figures approximately 1 cent a bushel. The interest on a bushel of wheat at \$2.20 is 1.1 cents; that is 2.1 cents. Then insurance would probably run it up to 2.5 cents. The owner of the elevator makes no profit. It is a small house, a 35,000-bushel house, and the man that carries the grain at 2.5 cents would make nothing. In other words, he is keeping that storage intact for the use of the Government. If it came to putting a loss either on himself or on the man who was carrying the grain, he might just drop his lease and not operate. As the buyer of the grain, I am perfectly willing to put it in and let it go at any time at the cost of carrying it.

**Mr. Barnes:** I think that comes down to the one main question as to whether 1/15 cent a day is a fair rate to cover the average case, storage, insurance and interest, in this country. We find a large number of the storage elevators of the country are fireproof, and have practically no fire insurance expense. We find most of the grain operators of the country, owing to their success and foresight of the past few years, have their own capital which they are glad to have earn 6 per cent, and that even the wooden country elevator lines have a method of insurance now at the rate of 1.25, I think, per year pro rata, which costs them less than ¼ cent a month even on \$2 wheat to carry it in the country houses. So we conceived that the rate allowed would be 6 per cent on the average cost of country wheat, \$2, would pay insurance on the wooden houses, and even in the wooden houses would earn the owner ¼ cent per month. If your house is so located or is under such peculiar conditions that it cannot comply with that rate, it becomes there a question of doing whatever you feel should be done, retiring from business, or if it becomes necessary for us to use it, we might have to make a special arrangement there.

**Mr. Richter:** Will it be necessary for the elevator to forfeit its license and carry no wheat?

**Mr. Barnes:** No, that agreement is voluntary, and they need not execute it unless they feel the terms are fair.

**A. I. Merigold:** Do I understand that the Commission requires a regular report monthly or weekly on feed wheat; that is, from those elevators where the grain dealers handle nothing but feed wheat? Are they obliged to report weekly, or is it limited to those who handle grain for human consumption?

**Mr. Barnes:** No. The proclamation is quite clear that any elevator or warehouse which handles or

stores wheat must have a license, and I can say that it is the intention to broaden that in the immediate future so that any elevator handling any grain will have to have a license.

**Mr. Richter:** Including corn and oats?

**Mr. Barnes:** Yes, sir.

**D. B. Sailor:** Will the price of high patent flour eventually be the same in Kansas and Nebraska? At present there seems to be a fluctuation in price of about 15 to 20 cents a barrel. Will it eventually be the same on all high patent flour in those two places?

**Mr. Barnes:** No. I cannot conceive how it will be under the competitive field.

**J. W. Morrison** (Lexington): I am from the same town that old woman lived in that wrote that letter to Mr. Barnes [Laughter], and when I go back I am going to tell her that Colonel Barnes says not to die; that he is going to hold down the price of flour, and that the convention at Buffalo says we are going to give Germany a devil of a licking. [Laughter.] Two of us are here representing the Southeastern millers. We have a predicament out there that we cannot handle. Mr. Flesh of St. Louis is our zone agent under the Grain Corporation. Mr. Kelly is our chairman of the milling division. Cincinnati is our logical, natural and geographical wheat market to get our supplies. In St. Paul, say, all our supplies are bought at a price f. o. b. Ohio River crossings. The wheat in the Central West moves in two directions, south-easterly and easterly. When the price in the East is attractive, we don't get it. Now, Cincinnati has a price of \$2.19, which we understand was suggested by that market and approved by you. The St. Louis price f. o. b. the crossing is 2.174. We want the Cincinnati wheat. Our mills are shutting down, with our order books full of orders, and St. Louis can't give us the wheat.

**Mr. Barnes:** Can you use wheat from St. Louis right now?

**Mr. Morrison:** Yes, sir.

**Mr. Barnes:** He has a surplus of red wheat from St. Louis today he would be glad to give you.

**Mr. Morrison:** We have had our requisition in since the 10th of the month, and we got a letter saying, "Please be patient."

**Mr. Barnes:** Yes, and I had a telegram from him that he had 50,000 bushels of soft red that he would be glad to have somebody use.

**Mr. Morrison:** All right. Can we pay \$2.19 now?

**Mr. Barnes:** You haven't seen the milling agreement?

**Mr. Morrison:** Yes, I have it here.

**Mr. Barnes:** Assuming you go through the proper arrangement, you can pay at Cincinnati, on approval by your milling chairman as having a right to draw from another zone, you can pay f. o. b. cars at Cincinnati the price in the terminal market less the freight from Cincinnati to New York less 1 cent per bushel.

**President Eikenberry:** Will you state that again, Mr. Barnes?

**Mr. Barnes:** At the point of origin, which in this case is Cincinnati, when his milling division chairman approves the procedure by which he can go out of his zone for wheat, he can pay at Cincinnati the price in the terminal market Cincinnati is based on, which I understand is New York, less the freight to New York, less 1 cent per bushel, f. o. b. Cincinnati.

**C. M. Bullitt:** If Mr. Morrison wants to go to Columbus, Ohio, or to a little dealer in Ohio, and buy the wheat, he buys it on the New York price less 1 cent a bushel. That, as I understand it, is to protect the grain dealer his usual intermediary to the extent of 1 cent a bushel. Now, if he goes into the Cincinnati market on the Cincinnati Exchange, he simply can't buy any wheat if he gives that dealer 1 cent a bushel less than that dealer can get for it if it goes to New York. Can't he pay that dealer there enough to get the wheat?

**Mr. Barnes:** The 1 cent is really for this: Two men are buying wheat at a country station, one has a mill connection, and one has to ship to New York and pay 1 cent a bushel to market his wheat. They are both buying on the New York market less freight. That puts the two on a basis where the mill can pay no more to the farmer hauling his grain in there than his competitor who has no mill connection and has to ship to New York and pay 1 cent a bushel commission. That was the idea of the 1 cent.

**Mr. Bullitt:** Then, considering the grain dealer at Cincinnati, his wheat is only worth the New York price less freight, less 1 cent?

**Mr. Barnes:** That is it.

**J. E. Collins:** The unfortunate circumstance connected with that is that here are parties close to Columbus, Ohio, west of Columbus, who are complaining that the present rate at Cincinnati, \$2.19, is equal to only \$2.14, while farther East it is equal to \$2.14½, and Cincinnati is cut off; while business moving from the West into Cincinnati on straight haul to Philadelphia, the price \$2.19 at Cincinnati is greater than the basis of Philadelphia. That is because of our geographical situation, and we are up against a bad situation there.

**Mr. Barnes:** Yes, there are some inequalities we cannot remove. They have grown out of the tremendously complicated freight rate system; but there comes a time when, having moved the surplus out of

Indiana and Ohio, we put into effect these country agreements, and create country points of storage. We ourselves go to those points and ship to the mill, and the mill pays the full equivalent of the terminal price without 1 cent reduction, because we ourselves have incurred an obligation for storage and interest and insurance, and we charge the mill that full price. You may have to work along with inconsistencies and inequalities a little time, but I believe those things will eventually straighten out.

**H. E. Richter:** If a man went into Cincinnati to buy that wheat, they wouldn't sell it to him at \$2.18, because the man that owned the grain could move it to the seaboard and get \$2.19, or a little more on the average proportional rate. We understood the mill could pay the price and pay a commission for buying it. The regulations, as they will eventually work out, there will be no surplus in any of these markets, and it will all be held in the reservoirs in the country, but in the interim would it be possible for a mill to commission a man to buy wheat for it at the basic price?

**Mr. Barnes:** No. We found so much injustice creeping into our previous permission to the mill that we evolved this new rule to protect the grain dealer alongside of the man working with a mill.

**U. F. Clemons:** I would like to ask if I understand you rightly that the country elevator man has a right to sell and ship his wheat where he has a mind to at the present time to any one that may buy it.

**Mr. Barnes:** Yes.

**Mr. Clemons:** Have the mills throughout the coun-



H. H. RICHARDSON AND E. J. ESHELMAN

try a right to buy their wheat without requisition?

**Mr. Barnes:** No, not if they signed our agreement, and we hope to have 100 per cent of the mills in that agreement.

**Mr. Clemons:** Does that apply everywhere in the United States? Is that true of every section of the United States today?

**Mr. Barnes:** I hope it will be true.

**Mr. Clemons:** It doesn't seem to be, for this reason: In Oklahoma the zone manager at Kansas City instructed us the 11th of this month that we must not ship any wheat except under their instructions and to people to whom they instructed us to ship it.

**Mr. Barnes:** If he said that, he exceeded his authority. I think I made it quite clear today that we have no control except over the buying power.

**Mr. Clemons:** What you said is in conflict with what they are doing.

**Mr. Barnes:** You will understand we have only been in operation two weeks. We tried to evolve a clear set of rules, and then have to leave them for individual interpretation, and I think there are a few conflicts, but in a few days they will be ironed out in one system of operation.

**Mr. Clemons:** What we in Oklahoma find fault with is this: Between the elevator man and the mill man, the former is left entirely at the mercy of the mill man, because at this time, when the supplies for the mills are so limited that they can't get enough wheat through their ordinary source or through the Government to supply their demands, they are going out and bidding the farmers \$2 a bushel. Take it in northern Oklahoma, the freight rate to Kansas City is approximately 10 cents a bushel, and our No. 2

wheat in Kansas City commands \$2.12 a bushel, which leaves only 2 cents margin. It has been shown by the best wheat handlers in our state, the most economical, best-equipped elevators in our state, that it costs better than 5 cents a bushel, including shrinkage, to handle wheat through those houses. Consequently, the elevator man is entirely out of business. He has no protection whatever from the Government. The 1 cent you speak of is no protection under this condition. The Northwest wheat handler has his dockage to help him out, which we do not have. We can't buy wheat of our farmers under the dockage system; it has to be included in our margin. If we would go out on the farmers' wagons with a set of screens the inspectors use, they would kick us off of them. The only way we can handle that is to do it in the way of a margin, and as near an average as we can get at it.

**Mr. Barnes:** I would have to answer that the same way I did Mr. Drennan, that you have a very unfortunate section this year for operation. The only way we could protect you would be to prescribe a country buying margin which the mill should not exceed, but I don't think you want us to do that.

**Mr. Clemons:** Why not?

**Mr. Barnes:** For the reason that you think a fair margin in your section is 5 or 6 cents; in the Northwest they think 3 cents is enough. It would be hard to prescribe a country buying margin that would not be unjust to some one, and you would be the first to suffer if we tried to prescribe a uniform handling charge.

**W. B. Adie:** All we raise in Maine are pine trees and potatoes, and we are not enlightened on this wheat question. The price that seems prevalent here is around \$2.17, \$2.18, \$2.19. What we would like to know is, is the price really fixed on wheat? Can the farmer hold his wheat and get any more than \$2.20?

**Mr. Barnes:** Now you have started it. We asked an independent price commission to say what, in view of all the conditions that enter into a price fixing this year, since the commercial factors that fix prices were broken, to say what was a fair basis of exchange between purchaser and consumer, and they said \$2.20 Chicago was a fair measure of exchange. They having pronounced what was a fair measure of exchange in this country, you can bet you they will never get anything more from this Grain Corporation [Applause].

**Mr. Adie:** A jobber in the state of Maine contracts for 20,000 barrels of flour for distribution, or whatever the amount might be; we made our purchases, say, on the 4th, 5th and 6th of September. The time limit is up, and they do not ship the material. Who is to give the decision as to whether we forfeit or the mill forfeits, the Grain Commission or the miller?

**Mr. Barnes:** Old purchases before September 1?

**Mr. Adie:** On September 4 or 5.

**Mr. Barnes:** All purchases since September 1 are governed by the new flour contract prescribed by the Food Administrator, prescribing a penalty if the mill doesn't ship in time and for the buyer who doesn't take it on time.

**Mr. Adie:** In the contract there are provisions for an extension. Who is to decide on that, the commission or the miller?

**Mr. Barnes:** You put in, for shipment in 30 days from the date of the contract?

**Mr. Adie:** Yes, sir.

**Mr. Barnes:** Doesn't that set your date? If the miller doesn't ship by that time, isn't he in default?

**W. S. Washer:** I move we adjourn at this time. [Seconded by Mr. Riley, and carried.]

## Tuesday Morning Session

The convention was called to order by the president at 9:30 o'clock.

**President Eikenberry:** Gentlemen of the Convention, it is not necessary to introduce a national figure or a figure of national note to a convention such as this. Daniel Willard, president of the Baltimore & Ohio Railroad and chairman of the Council of National Defense, is probably the busiest man in Washington, carrying a greater load of the war responsibility and the war preparation than any other man outside of the White House. I shall not take up his time and the convention's time in any needless introductory remarks. You know who he is, and I have the pleasure of presenting Mr. Daniel Willard, president of the National Council of Defense. [Applause.]

**Mr. Willard:** Mr. Chairman, and Members of the Grain Dealers' National Association: I appreciate very much the complimentary references your chairman made to myself, but for the sake of accuracy it is necessary that I should correct some of his statements. I am by no means the busiest man in Washington. In fact, so many men there are doing so much more than I am that I really feel embarrassed when anyone refers to my activities at all. He did, however, correct one error that I noticed in your morning paper. He referred to me as being the present president of the Baltimore & Ohio. The morning paper said that I was the former president. I am glad to say that I am not a former president of that

company as yet, and I hope I will not be, because that is my regular job [Laughter]. This Washington matter is simply a little side issue, where I have had an opportunity perhaps to be helpful, and I have been glad to be helpful, just as you would all be glad to be helpful if the opportunity came to you. There is nothing more or less than that about the Washington matter.

## THE NEED FOR COMPLETE CO-OPERATION OF ALL CLASSES IF THE WAR IS TO BE WON

When I was invited to address your convention, I was reluctant at first to accept because I did not think there was any particular thing that I could say that would be helpful to the members of your Association. I felt confident that it was not necessary for me to talk to such a body as this about patriotism or to urge your support of the Government in a vigorous prosecution of the war. It was pointed out, however, that the grain dealers were heavy shippers by rail—in fact, among the heaviest—and that they would like to hear from me about the railroad situation, and particularly how it had been affected by war conditions, and when the matter was presented in that light, I felt it my duty to accept.

I appreciate very much, indeed, the privilege of being permitted to tell you something of that phase of the general situation as I have seen it. While I shall confine my remarks chiefly to the railroad situation, I wouldn't want you to think that the railroads have done more than other interests in an effort to help win this war. I speak of the railroads because I have been closer to that phase of the problem, and others are better qualified to speak of other activities.

### Hoover a Great Leader.

I cannot permit the opportunity to go by, however, to endorse some of the statements that I see in your papers that Mr. Barnes made here yesterday, and particularly what he said about Mr. Hoover. It has been my privilege to know Mr. Hoover slightly. I have been able to learn from personal contact with him something of his wonderful grasp of this situation. I have been able to see his loyalty, his singleness of purpose, and I have no hesitancy in saying that he is the one best man in the world to be in the position where he is today. He is just such a leader as you men, as all of us, ought to be glad to have in such an emergency as this. And he is not a dictator, as he is sometimes represented. On the contrary, he has told me again and again that such help as he might be able to give in this emergency would all come from suggestions. He believes in making intelligent, helpful suggestions, and in no sense in the use of dictatorial power.

I suppose you would like to know first what action, if any, the railroads have naturally taken to meet the conditions brought about by the war, and then what they have so far accomplished.

### Railroad Organization.

On April 11, 1917, just 5 days after this country entered the war, railway executives representing 175 of the principal lines in the United States, met in Washington, and after a full discussion of the situation they unanimously agreed that during the continuance of the war, and in order that they might be able to deal most effectively with the situation, they would subordinate all of their individual and competitive interests in an effort to create in effect a unified continental railway system to be under the general direction of an executive committee of five railroad presidents sitting in Washington. The Executive Committee, so created, held its first meeting in Washington on April 28, and has, in a sense, been in continuous session ever since.

In furtherance of the plan of central direction, it has been found necessary to build up in Washington an organization of about 500 men occupying several floors in a building on Thirteenth Street, and the cost to the railroads of maintaining this organization, with its outlying committees and inspectors, will be about \$500,000 a year. I mention this simply as an indication of the magnitude of the problem.

### The Transportation Problem.

Before telling you more about how the railroads have dealt with the problem confronting them, perhaps I ought to point out briefly what the problem really is. Never before in the United States has there been such a condition of industrial activity as exists at the present time. This is due largely, as all know, to our enormous exports of munitions and food stuffs for our Allies and to the extensive war program, which is being actively prosecuted by our own Government. Thousands of acres of additional factory floor space have been built in the last 3 years and all industrial plants are working at high speed, many of them on a 24-hour basis, and the railroads are called upon to handle not only the finished output of all these factories, but they must also, in the first instance, carry the immense quantities of raw material required in its manufacture. In addition to this, many of the steamships formerly engaged in carrying freight up and down the Atlantic and Pacific Coasts, and from one coast to the other through the Panama Canal, have been withdrawn from such services and assigned to trans-Atlantic trade, and the tonnage which these ships carried in the past has now been thrown to the railroads.

Then, as you men know better than any one else, the Secretary of Agriculture, having in mind this development of the food situation as affecting the whole world,

urged the farmers strongly and persistently all last winter and spring to increase their acreage, to raise more crops, and I am told that in response to that request, or for some reason, somewhere from 30 to 35 per cent more land has been ploughed this year than a year ago. All of that, as you know, took more fertilizer, more agricultural machinery, more seeds, and everything connected with that undertaking.

The Secretary of Commerce, in his desire to conserve the food supply also urged the packers, the fish packers, the fruit packers to enlarge their operations as much as possible. That meant more cans, more glass jars, more of everything entering into that program, and that resulted in additional burdens on the railroads. I am told by the Secretary of Agriculture and the Secretary of Commerce that their program for increasing the crops and taking care of the crops was in no way adversely affected by the lack of transportation.

### Cantonment Material.

And in addition to all of that, we have had this cantonment matter, the building of the cantonments and the movement incidental to them, all thrown upon the railroads. And they have carried it so far, and I believe without any serious delay or retardation to any part of the Government war program. That in a general way was the problem confronting the railroads. Now what have they done about it?

A Car Service Commission, subordinate to the Executive Committee, has been established in Washington, and this committee in turn has subcommittees in 27 of the more important traffic centers in the United States. These outlying committees submit weekly reports to Washington, and a summary of the whole



DANIEL WILLARD  
Chairman of Council of National Defense.

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situation is each week laid before the Executive Committee for its information and guidance. If it should develop, for instance, that there is an unusual demand for equipment in any particular region in the United States which should be taken care of in the public interest, the central committee in Washington gives instructions that empty cars of the kind required shall be sent at once to the region where needed, in order that the freight may be moved. Since the present method of unified control was put in effect, orders have been sent out from Washington directing the movement of over 115,000 empty cars from one part of the United States to another, regardless of ownership, and more than 100,000 of these cars have already been moved as ordered.

### No Delay in Building.

It was possible for the railroads, through the central organization, to so co-operate with the Government authorities in connection with the building of the new cantonments that there has been no delay of any consequence in that connection chargeable to lack of transportation. A special representative of the railroads was placed at all mills and at other centers from which large shipments for the cantonments were to be made and these representatives were in daily communication by telegraph with the central committee in Washington. More than 100,000 carloads of material were needed for this construction and when you consider how the work has been pushed, I am sure you will not underestimate the task performed by the railroads.

I was told by the Secretary of War within a week that up to that moment there had been absolutely no delay to any of the work in connection with the cantonments because of transportation; that the railroads had met every possible demand that had been made upon them and in a most satisfactory way. It is not too much to say that under any other system, or if the railroads had not taken the steps that they did to meet the situation, it would have been absolutely impossible

to carry out the Government's program in connection with the cantonments, with any such satisfaction as has been the case.

Other situations have been dealt with in a similar manner, such as the movement of the melon crop from the South, the fruit crop from California and the Northwest, and the coal situation as it has developed in certain portions of the United States.

### Grain to Move Rapidly.

I am advised by the Executive Committee—and this I am sure will interest you gentlemen as shippers—that they expect to be able to move this year's grain crop as rapidly as it can be disposed of; that there is now a general movement of empty box cars toward the regions from which the grain will first be shipped.

It is sometimes said, because the railroads are not able to meet all the requirements, that they have broken down; that they are not able to meet the present situation. That is not so. During the first 3 months that they were operated under this central control, April, May and June, the railroads this year carried about 18 per cent more tonnage than they had ever carried during the same period a year ago. And the July figures, which are not yet complete, indicate that in that month the ton miles carried will be at least 25 per cent greater than it was a year ago, and with substantially the same facilities.

The railroads today are carrying 25 per cent more business than they carried a year ago, and the business carried a year ago was greater than had ever been carried up to that time. So that certainly disproves any claim that the railroads have broken down. The railroads are not able, because of the conditions I have referred to, to carry all of the business that is offered; they are not able today to do all of the things that would be done in times of peace, but we are not at peace; we are at war, and because we are at war the railroads have subordinated all of their individual and competitive interests in order to do the things that I have been explaining to you.

### Embargoes Necessary.

Owing to the enormous volume of business which the railroads have been carrying—much of it for export—it developed several months ago that it would be necessary and desirable in the larger interests of all to exercise a greater control than ever before over the movement of freight, particularly to the Atlantic Coast, otherwise congestion and chaos would result. Taking the grain trade as an example, it is clear that nothing is gained by permitting grain for export to move East more rapidly than it can be disposed of at the Eastern terminals.

A year ago, before the present policy was established, the elevators along the Atlantic Coast were filled with grain and thousands of loaded cars were blocking the Eastern terminals, and also many of the side tracks and intermediate terminals from the East well back toward the grain fields in the West. Of course, the grain could not be disposed of faster than the ships could take it. Nothing was actually gained by crowding so many cars forward with resulting congestion, but a large number of cars were in effect withdrawn from the general service, the facilities of the railroads were clogged, and the public as a whole suffered because of the condition so created. Mindful of that experience it has now been arranged so that the Eastern carriers, as an illustration, do not take grain through the Chicago gateway unless it is known that the grain can be disposed of promptly after it reaches the Eastern terminal.

### Terminal Rather Than Car Shortage.

What I have said in this connection applies particularly to the export trade. Of course, domestic freight should, and ordinarily can, move currently, providing those who order are in position to unload promptly when their freight is received. Food and steel products for export are also being handled in the same manner as grain shipments, and now that the matter has been taken in hand, the railroads believe, and I believe, that they will be able to deal with the situation effectively.

Much of the so-called car shortage for the last year or so has really not been a case of car shortage at all. Roads in the East, it is true, declined to furnish cars for grain loading in Chicago when they knew that the cars so loaded could not be unloaded at their destination and would simply block the terminals and be withdrawn from service. The shipper who was unable to obtain the car spoke of his inability to ship as being due to car shortage, and it was in effect a car shortage in his particular case, although there may have been an ample supply of cars available, but because of lack of other facilities, and particularly ocean shipping, it would have been unwise to load and use the car as he desired.

In order that the greatest use might be obtained from ocean tonnage, efforts have naturally been made to direct ships crossing the Atlantic, over the shortest practicable courses and this has resulted in diverting to the North Atlantic ports business from the Interior which formerly would have gone through the Southern ports, thus reducing the ocean voyage from 500 to 700 miles in each direction. This change has also added to the burdens and the difficulties of the so-called trunk lines or Eastern carriers. It would be much better if more of our export business could go via the South Atlantic and Gulf ports, where the terminal and tide-water facilities are ample and not so crowded, but for the reasons which I have pointed out, the tendency at the present time is to send as much as possible of such business through the North Atlantic ports.

For the reasons I have already mentioned, the burden which the railroads will be called upon to bear during the continuance of the war will be far beyond their normal capacity and I have no doubt it will be necessary to subordinate certain activities in favor of those more essential to the public security. I would suppose that it would be promptly conceded by all that materials or supplies essential to the war and shipbuilding programs, for instance, should be given priority of movement over materials not essential to the public defense or safety.

#### Eliminating Trains.

In order to increase the effectiveness of existing motive power, the Railroad Executive Committee in Washington, among other things, urged the independent carriers to make a careful examination of all their train schedules and arrange, where practicable, to eliminate such trains as did not seem to be essential in the public interest. Acting in harmony with that suggestion the railroads have been able to discontinue, at least temporarily, unimportant passenger trains making an aggregate mileage of about 25,000,000 miles per year. It is estimated that this reduction in train miles will effect a saving of 1,500,000 tons of coal per annum and will release approximately 3,000 employees and 600 locomotives for other and more important service.

The co-operation of the public, which it has given so much pleasure to refer to, has been reflected in the heavier car loading and reduced delay to cars while being loaded and unloaded, and although a great deal has already been accomplished in this connection, much more can be done, and I am confident will be done as the situation becomes better understood.

In co-operation with the Quartermaster General of the army, railroad representatives have been placed at all mobilization and concentration points in the United States (about 100 in number), and a complete set of schedules has been worked out for all the train movements necessary for the mobilization of the new National Army.

#### Resources of the Country.

In his magnificent address to the Congress on the second of last April, which resulted in this country entering the war, the President urged that the United States should take immediate steps to exert all its power and employ all its resources to bring the Government of the German Empire to terms and end the war. What did he mean by all the resources of this country? What are the resources of this country? Among others, it would appear that we have approximately 10,000,000 young men between the ages of 21 and 31 and upon the principle of universal liability to service, subject to the selective draft. We have a capacity to produce roundly 40,000,000 tons of steel, 1,000,000,000 bushels of wheat and over 3,000,000,000 bushels of corn all in one year. Furthermore, we have a developed capacity to build 5,500 locomotives per year.

Now, as I understand the matter, when the President said what he did about using the resources of this country to help win the war, he meant that we ought to make a practical application of that policy, so far as possible, to each individual case. For instance, we have in this country, as I have just stated, a capacity to build 5,500 locomotives in one year. How can those locomotives be used so that they will contribute most toward winning the war? The War Department believes that at the present time our locomotive output will contribute more toward winning the war if sent to France and Russia than if kept for service in this country, and orders have been given to the American locomotive builders to send their entire output abroad for the next 6 months. Ordinarily the railroads in this country buy about 4,000 new locomotives per year, and they would undoubtedly be glad to obtain more than one-half that number within the next 6 months. As matters stand, however, they will receive none during that period, or in any event, a very small number.

The situation is much the same concerning all other kinds of railway equipment. The American railroads ordinarily buy or build about 150,000 new freight cars per year, and they have outstanding unfilled orders at this moment for about one-half that number, but the car builders are unable to make delivery because of their inability to obtain steel and other necessary material. I am sure you will not fail to keep all this in mind and give it proper consideration when the carriers fall, as they may and probably will, to do all you have grown accustomed to expect from them under normal conditions.

#### Men, Money and Materials.

As I view the matter, our resources as a nation may be said to consist of men, money and materials and all of them should be subjected to exactly the same test that I have used in the case of the locomotives.

Our military advisers have told us that unless the transportation system in Russia is improved, they will be unable to get ammunition to the front as their armies require, and the Russians have a good army at the front yet, in spite of all that is said to the contrary, but it can't fight without shells and guns, and it can't live without food. Our military advisers have said that unless the transportation facilities can be improved and the Russian armies and the people fed and supplied, there is a possibility that however much she may like to stay in, Russia might be forced to make some separate settlement. What would that mean? This is what it means to every man in this room who has a boy at the front or on his way there—it means this briefly, the more

engines you send to Russia, the fewer boys you send to France. Why? Because if that Russian army can only be kept supplied, if Russia can only feel that this country is interested in her, if we can do something, if we can send engines and men and money and help her put up this fight that is necessary, it means that the Germans will be obliged to leave on their Eastern front, I don't know how many men, but probably not less than 2,000,000 soldiers to face the Russian forces. If Russia quits, what then? The army that would be held on the Eastern front would, of course, be transferred to the Western front, and the more of those troops that go to the Western front, the more of your boys go to France. That is why the more engines to Russia, the fewer boys to France.

#### Railway Resources.

Each man, each dollar and pound or ton of material should be used in such a way as will contribute most—if not directly, then indirectly—toward winning the war, and that, I take it, is what the President meant when he spoke of applying all our resources to that end. This policy, I am sure, will have the approval and support of every loyal citizen of this country.

It is difficult to discuss the American railroad problem in terms with which the average person is familiar, because of the magnitude of the subject. The railroads of the United States have more than 265,000 miles of main line and it is estimated that during the present calendar year they will perform a transportation service equivalent to carrying 440,000,000,000 tons one mile, or about 120,000,000,000 ton miles more than were carried by the same railroads in 1916. It may interest you to know that the increase alone in ton miles which our railroads will carry this year above the amount carried in 1915 will be greater than the entire ton miles carried in one year by all of the rail-

of doing everything that is humanly possible for them to do toward bringing this war to a successful issue in the shortest possible time, that that same extent they will deserve and receive commendation. I repeat there is no question so important to all of us at the present time as the winning of this war. Every man, every resource of this great nation, should be and has been pledged to that end and will be judged by that test. The railroads are willing to be so judged. The owners of the railway properties, speaking through their chosen representatives, have pledged themselves to subordinate, during the period of the war, every individual and competitive interest in order that they may by so doing contribute most toward winning the war. If because of the unusual burdens which have been placed upon them, or for any other reason, the carriers fail in certain instances to respond as promptly and as effectively as would be desired, I bespeak for them again your patient and helpful consideration.

#### Defining a Traitor.

A few days ago a great American made a great address in which he used the following words:

"A nation which declares war and goes on discussing whether it ought to have declared war or not is impotent. \* \* \* After the decision in favor of war, the only decision for the individual citizen is whether he is for or against his country."

Senator Root never spoke stronger or more inspiring words. Our country is at war. Are we for or against our country? That was the question confronting the railway managers in Washington on the 11th of last April, and the action which they promptly and unanimously took on that date was their answer. [Applause].

**H. B. Dorsey:** I move that a vote of thanks of this Association be tendered to Mr. Willard for the able, instructive and patriotic address he has delivered to



CHIEF GRAIN INSPECTORS WAITING FOR THE SPECIAL GORGE ROUTE CARS

roads in Russia, Austria, Germany, France and England put together. Those figures to men who are accustomed as you are to deal with figures, will indicate in a way the magnitude of the railway problem in this country, and that is the problem that the Railroad Executive Committee in Washington is dealing with, and I think, successfully dealing with at the present time.

#### Railroads Will Handle Situation.

I have outlined to you briefly the action taken by the railroads immediately after this country entered the war in order that they might meet the requirements of the situation in the most efficient manner possible. I have told you some of the things which they have actually accomplished; I have also said to you that I believed the railroads would be able to deal effectively with the situation as the war goes on. I am confident that they will be able to handle everything that is essential in connection with a vigorous war program. They will probably not be able to handle everything that might be expected to move in times of peace, but we are not at peace, we are at war, and on that account I urge your patient and helpful consideration and co-operation.

#### To Win the War.

After all, what is the all-important question before us at the present time? It is not the mere question of transportation, or of food production, or of munition production, or of profits, or any other one thing of and by itself. The great problem is the war in which we are engaged and how to bring it to a successful and satisfactory termination within the shortest possible time. This war, unlike all others that have preceded it, is not a contest between armies—or rather it is that and more—it is an industrial contest between nations. The transportation system of this country is an essential part of its industrial fabric, and it must perform its full part in the great undertaking. To the extent that the railroads contribute toward the winning of the war, they will deserve well of the nation, and (I do not wish to evade the issue) so far as they fall short

us this morning. [Seconded by J. W. Young of Toledo, and unanimously carried by rising vote.]

**H. E. Richter:** Inasmuch as we had Mr. Barnes speak to us yesterday and give us a lengthy discussion on the wheat situation, and inasmuch as there is quite a good deal of misunderstanding as to what we can and cannot do, I move this convention at 9 o'clock tomorrow morning make the discussion of methods for assisting the Food Administration in this work a special order of business.

**H. B. Dorsey:** The Committee on Resolutions has under consideration that very point, and those matters will very likely be covered by the resolutions submitted by that Committee at the proper time.

**Mr. Richter:** I ask that this be made a special order of business tomorrow morning at 9 o'clock. There are many of us who are in doubt as to what we can and cannot do, and this convention should hear every man who wants to be heard on it. We want to assist Mr. Barnes as much as we can. There is a great deal of misunderstanding, and I do not believe we can assist him to the fullest extent until we have a clear understanding of the situation.

**President Eikenberry:** It is a question of get together and compare notes, and try to obtain a full understanding of the rulings of the Food Control Department as it has to do with wheat. We had best make it 9:30, with Mr. Richter's permission. [Motion seconded by Mr. Baldwin, and carried.]

**President Eikenberry:** We will now have the report of the Committee on Transportation, Mr. Henry L. Goemann, chairman. Mr. Goemann is chairman of the Committee on Natural Shrinkage as well. His problem is being taken through the courts, as you know, by the Association. It is so involved with the questions of transportation that your chairman and vice-president thought last year it would be well to include the duties of both committees under one head as chairman, so Mr. Goemann will report on both transportation and natural shrinkage at this time.

## REPORT OF TRANSPORTATION COMMITTEE

**Mr. Goemann:** The Transportation Committee begs to report that the principal subject the committee has had before it this past year has been the carload minimum weights. I believe that all of the members are thoroughly familiar with the minimum weights as finally adopted and put in effect through Official Classification No. 44, and which became effective on February 1, 1917.

### Amending the 3-Foot Rule.

In the Rule No. 5, which is now in effect, the loading within 3 feet of the roof at the side walls of the car was inserted in order to give a clean certificate of inspection on inbound roads. But as the Agricultural Department has stated that 30 inches of space would give sufficient room to properly inspect cars when the grain was leveled off and of uniform height, the committee felt that owing to the efforts being made by the Car Service Committee of the Council of National Defense to load cars as heavily as possible, that the Item 25, Note 5, should be amended to read as follows:

"When a car of grain is loaded at loading point to within 30 inches of the roof at the side walls of the car and a notation to this effect is inserted on bills of lading by shipper, actual weight, but in no case less than 40,000 pounds will apply. In the absence of a notation to the above effect the prescribed minimum weights subject to actual weights if in excess will apply."

The matter is now up with the Official Classification and Central Freight Association, and no doubt an early supplement may correct this note so it will read 30 inches and be in line with the views of the Agricultural Department.

### Minimum Weights.

The Western roads' minimum weights have always been different from those of the Eastern roads, and then too they do not carry any notation as to proper space to be left for thorough inspection. After numerous conferences (the last one being held on Monday, September 17, at Chicago), the shippers and carriers present at this conference reached a tentative agreement, subject to final confirmation, and which was as follows:

The minimum weight on wheat, corn and rye to be 4,000 pounds less than the marked capacity of the car. Cars in excess of 80,000 pounds capacity to be subject to minimum weights provided for cars of 80,000 pounds. The minimum weights on oats and barley and oats and barley mixture, to be as follows:

On oats ..... 48,000 pounds  
On barley ..... 60,000 pounds

When cars are loaded to full visible capacity (within 30 inches below the roof at the side walls of the car) and a notation to that effect is inserted on bill of lading by the shipper, actual weight will apply, but in no case less than the following minimum weights:

	Minimum Weight,	
	Oats	Barley
Cars of 2,000 cubic feet or under.....	30,000	40,000
Cars over 2,000 cubic feet to and including 2,200 cubic feet.....	33,000	43,000
Cars over 2,200 cubic feet to and including 2,400 cubic feet.....	36,000	46,000
Cars over 2,400 cubic feet to and including 2,600 cubic feet.....	40,000	50,000

On oats and barley mixture when containing 25 per cent or less of barley, the oat minimum; when mixture contains over 25 per cent of barley, the barley minimum to apply.

### 30-Inch Rule.

You will note that this agreement carries with it the notation that if loaded within 30 inches below the roof at the side walls of the car, and a notation to that effect is inserted on bill of lading by shipper, actual weights will apply, but in no case less than the minimum named above, and which in some cases on oats are as low as 30,000 pounds.

If the above minimums and rules meet with your approval, I will be glad to have you so signify through proper action here today so that I can confirm same to the Western Trunk Line Committee.

On May 1 a committee from the Grain Dealers' National Association met with the Car Service Committee of the American Railway Association at Washington and requested that the rule of exceptions to embargoes be modified and that this clause "Food for human consumption and feed for animals and poultry" shall be interpreted to apply on all grains as well as prepared feed and grain products, and that wheat, rye, hay and all grain and grain products be accepted as covering shipments for human or animal use. After considerable correspondence and personal conferences by your chairman, I beg to state that I am in receipt of a letter from the Commission on Car Service of the American Railway Association, Special Committee on National Defense, under date of September 14th, and which reads as follows:

### Letter from Car Service Commission.

"Replying to yours of August 8 and with particular reference to question raised by you as chairman of the Transportation Committee of the Grain Dealers' National Association.

"We assume that the operations of the Food Administration may have some effect upon the questions which are troubling you and which in turn may somewhat revise transportation requirements. So far as we can now see we are not in a position to state whether or

not the exemption of foodstuffs from embargoes will include wheat and rye grains as well as hay and other products; this is something that will have to be worked out. It should be stated that we are undertaking to work in close co-operation with the Food Administration so far as the function of railroads is concerned.

"You have previously had and may now again have our assurance that we shall take care of the interests of your company and those you represent so far as practicable and to best of our ability.

"Possibly apology is due you for the delay in answering this communication, but matters have moved so fast with respect to the Priority Bill and Food Administration that we have been somewhat in doubt as to just what stand should properly be taken."

### Priority Bill Controls.

From the above it would seem that this question can not be pressed further as long as the war lasts, owing to the Priority Bill under which the carriers have to work.

Your committee has also had numerous requests to take action on the advance in rates under what is known as the 15 Per Cent Advanced Rate Case. In view of the fact that this organization is made up of country elevator firms and terminal market firms, and whose interests are not always identical, and it is generally the view that the grain dealer desires not so much to take up the question of any specific rate, but to keep equalized with his competitor and different sections so that the flow of business will not be changed



TWO ROYAL HOSTS OF THE CONVENTION

or his outlet disturbed, therefore the rate advance does not directly interest the dealer as much as the producer and consumer. In view that it was difficult to get an opinion from the membership as a whole, thought it best not to take any action in the matter.

The committee has further had a good many requests that a Transportation Department be established. Referring to report of the committee, which was made at the Peoria Convention, I herewith repeat from that report:

### No Traffic Department.

"The resolution passed at the Kansas City Convention last year concerning the establishment of a Transportation Department was referred to this committee for investigation and report as to the feasibility of such Transportation Department being established by the Grain Dealers National Association.

"It is the unanimous opinion of the committee that as the interest of the various members are so diversified and conflicting, it will be manifestly impossible to reconcile the various interests, and in order to support a Traffic Department that is thoroughly competent to handle any phase of the transportation question, and which would mean a very heavy expense and no doubt beyond the finances of the Association, we therefore are opposed to the establishment of such Transportation Department and believe the Transportation Committee of the Association can handle such questions as are of general interest to all the members, as heretofore."

In view of this adverse report and as your committee believes the conditions upon which this report was based are still the same, think it inadvisable to recommend the establishment of a Freight Bureau in connection with the Association.

### Settling Claims.

I would like to call attention to the issue of September 5 of *Who Is Who*, Pages 54 and 55, which gives correspondence from a member of the Association on the subject of the railroads' practice for settling claims

for loss in transit on grain, and of calling attention to bill of lading conditions, and to that paragraph, which says:

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this bill of lading, including freight charges if paid. Furthermore, that if the shipper does not desire to accept this condition of the bill of lading and desires that common law statutes shall be applicable then it provides that the shipper must so notify the carrier at the time of shipment, and pay 10 per cent higher rate, subject to a minimum increase of 1 per cent per 100 pounds than rate charged for property shipped subject to all terms and conditions of the uniform bill of lading."

I am calling attention to this because I believe it is important to a great many shippers who are not familiar with this part of the bill of lading.

**C. A. Magnuson:** What is the object of inserting the minimum under specification of cars loaded 30 inches below the roof along the side of the car?

**Mr. Goemann:** In our conferences in Washington with the Western Trunk Line Committee, they at first would not agree to that notation of 30 inches to the car. Through the insistence of the Agricultural Department, who have been very good to us, and after conferences between Mr. Boyd and myself with the Department in Washington, they finally changed their viewpoint, and agreed to assist and protect the country shipper in having the inspection so that the inbound inspection would carry in a final way, in place of compelling the shipper to stand the loss of switching delays at terminals. But they made a special point of the varied interests that they have throughout the West. For instance, the Chicago & Northwestern Railroad made the plea that they have a large territory in northern Wisconsin and Michigan for the lumber mills and the camps they have up there, where the man will order a minimum car, and that they had to protect themselves on that local traffic by specifying the minimums that should apply, and not to lose the space in these cars that would be lost in case they didn't make that arrangement. In the case of the cubic contents it has been figured very carefully what the car would carry. On oats, for illustration, they tested 28, 29 and 30 pounds to the bushel, and to satisfy such carriers as had this local demand the committee thought best to agree to those minimum restrictions.

**Mr. Magnuson:** If the car wasn't loaded to within 30 inches of the roof, and didn't bear that notation, the car would be chargeable with freight in accordance with the minimum capacity of the car?

**Mr. Goemann:** Yes, sir.

**Mr. Magnuson:** But the notation being made on the bill of lading that the car was loaded at point of loading within 30 inches of the roof, then why should it be necessary for that man who got the notation on the bill of lading to pay a greater charge than the carload rate for the contents of the car?

**Mr. Goemann:** There are a great many small cars in the West; in fact, the Western roads have more small cars, have smaller cars than the Eastern trunk line roads, and when those cars are available, under the note that was carried and under the decision your committee secured from the Interstate Commerce Commission, those cars are not thrown out of the grain traffic, but are permitted to be used.

**Mr. Magnuson:** They would be permitted to load in any event, without that cubic contents, if they were loaded and had the notation on the bill of lading.

**Mr. Goemann:** In that case, of course, you might have only 18,000 pounds of oats in those small capacity cars. On the Eastern trunk lines we have a greater penalty. Our minimum is 40,000 pounds, whether we load it with only 25,000 pounds of oats. We have agreed as far as the Eastern trunk line territory is concerned to a minimum of 40,000, and I think the Western minimum is far better for the shipper.

**Mr. Magnuson:** If the car is loaded to within 30 inches of the roof at the side of the car, and it is impossible to get any more than 18,000 pounds in it with that description of loading, it would be unjust to any shipper anywhere that was furnished that kind of a car, to have to pay more than carload rate, when everything was put into that car that could be put in.

**Mr. Goemann:** You understand that it is a matter of give and take in these conferences. I haven't all of the data with me, but the percentage of those very small cars which you just cite is so small that it would be a penalty to the other men who load the larger cars not to have this 30-inch rule in this regulation. The railroads simply refused to put in the 30-inch regulation, and in order to get that 30-inch regulation we had to guarantee them the cars would not be misused, and because of the very small percentage of those cars we agreed to that. The shipper can avoid using those cars when he is familiar with these rules, and load only those cars that will give him relief and not pay the penalty. The committee thought best, and the conference of grain shippers thought best to waive the small per cent that would be penalized and give the benefit to the greater portion that would accrue by having an inspection certificate on the inbound road.

**Mr. Magnuson:** Is the cubic contents of the car, whether large or small, figured on the same proportion?

**Mr. Goemann:** Yes, sir, and the journal capacity of the car as well.

**Mr. Magnuson:** The same relative condition, then, would be true of the larger cars as the smaller?

**Mr. Goemann:** Yes, but your minimum on the larger car is 48,000 pounds. You establish the basis of 48,000 pounds, you see, on oats, and you then get the cars that will hold less than that. The 48,000 pounds is supposed to be in any standard car, and those the Western roads are now building are such, but unfortunately there has not been a standardization of equipment in this country heretofore, and it is being carried on now by the railroad companies; in other words, they are ordering standard sized cars, both as to journal capacity and as to box size, and we will eventually get away from all these notations, etc.; but for the next 15 years, as long as these cars can be kept in condition for service, we will have the necessity for just such regulations as that. And considering the conditions existing under the National Defense Council, their asking us to load cars to every inch of capacity, we thought we were getting a very big concession from the Western Trunk Lines when they agreed to protect the country shipper by giving the 30 inches for proper inspection.

**Mr. Magnuson:** They don't agree to give the 30 inches.

**Mr. Goemann:** Yes, they do, only on such a small percentage of cars. As I say, you have to give and take in these negotiations, and the man isn't compelled to load that small capacity car, if he can't put in more than the 30,000 pounds. Think what we are getting from these Western roads, a 30,000 pound minimum as against 40,000 pounds in Eastern Trunk Line territory!

**Mr. Magnuson:** There is one other thing. Has the Interstate Commerce Commission permitted, and is it now legal, for the railroads to insist on having inserted in the bill of lading that the price of the commodity shall be based on the price of that commodity on the date of the bill of lading?

**Mr. Goemann:** So far as I know, the Interstate Commerce Commission have given no decision on that. The shipper has the option of either accepting that bill of lading at the carrying rate, or refusing to accept it and paying the 10 per cent increase in rate by having the guaranty of the market at the time the grain was sold; for illustration, in case the market had been higher at that time.

**Mr. Magnuson:** I don't think this Association should put themselves in favor, by resolution or otherwise, of a bill of lading that makes it legal for the railroads to claim that the price on the commodity should be fixed as of the date of the bill of lading.

**Mr. Goemann:** This report of the committee doesn't bind this Association to the bill of lading feature. The only action the committee asks is the endorsement of the minimum by the Western Trunk Line Association, the negotiations for which are in progress, and the tentative agreement we have reached subject to confirmation at this convention. The other things are simply suggestions of the committee, calling attention to conditions that exist.

**H. B. Dorsey:** The Supreme Court of the United States has decided that the bill of lading is a contract, and that the terms and conditions of that bill of lading are enforceable.

**Mr. Goemann:** That is why I brought out the point they had the option of either rate.

**Mr. Dorsey:** I move we endorse the Western Classification minimums, and that the report be accepted and filed, with the thanks of the Association to the committee. [Seconded by Mr. Green, and carried.]

**R. C. Baldwin:** Mr. Willard talked about war conditions as affecting the railroads. In Illinois we have the crossings of the Eastern lines and the Western lines, with a decided difference in the minimums prevailing, and the thought came to me as to why, while the war was in progress, there could not be some system worked out whereby the minimums out of the terminal markets would be the same as applied to country shipments into the terminal markets, and the same minimums applying in and out of the terminal markets should be the same in the various terminal markets. I understand the minimums are vastly different in the South and Southwest than in Trunk Line territory.

**Mr. Goemann:** As you are aware, Illinois is in Western trunk line territory. The Indiana State Line is the line which divides the Western trunk line territory from the Eastern, and the Ohio River is the Southern line. Each one of those different trunk line territories has different conditions. In the South, as I understand it, the less than carload rate, due to the sacking of grain, is practically the same as the carload rate, and the minimum cuts no figure. In the Western trunk line territory we are now trying to harmonize the minimums to a certain extent. The size of the cars and the journal capacity are so variable that it is difficult. You would be amazed at the number of sizes in use. We were aiming to protect the country shipper so that he would get a clean certificate of inspection on the inbound road, without assuming the risk of delays at terminals in switching; or in case of a car being resold for shipment to another market, where the car was

not transferred at such central point where it was originally consigned to, that the inspection would be final, and that the country shipper would not be compelled to guarantee the condition of that grain at the other market, because of the notation that the car was too full for proper inspection, or words to that effect. That is the underlying part of our desire to get the minimums to a point that is fair, and at the same time protect and give a clean inspection certificate and assist the railroads as much as possible by loading the equipment to its capacity and not wasting it, because of the number of dealers who will not try to do this on business principles. Our great trouble today in fixing any minimum is that when you get the low minimum on a car, there are some dealers who try to take advantage of it and who do not pay attention to the principle of loading up to the fullest capacity possible. In Illinois the Eastern roads very likely carry on their tariffs notations of the official classification, and in that event you would get the benefit of uniformity of carriage from your points in Illinois through to New York, and it may be possible we could arrange with some of the Western roads to have that same notation carried when the shipment is billed through to the Eastern destination; but when you bill the car locally to Chicago or Peoria or St. Louis, it would naturally come under the Western trunk line minimum.

#### REPORT OF COMMITTEE ON NATURAL SHRINKAGE

As chairman of the Committee on Natural Shrinkage, beg to report that we have had no special case before the committee on this subject unless the Interstate Commerce Commission Case, Docket 9009, being an in-



A FEW TOLEDO GRAIN MEN AND LADIES ON THE CANADIAN SIDE OF NIAGARA FALLS

vestigation of grain shortages and losses in transit, would come under this heading.

Your chairman attended a conference of shippers at the La Salle Hotel in Chicago on September 17. Owing to the fact that this Association has joined the Council of Grain Exchanges and other exchanges in a suit to test the practices of carriers as to deduction of  $\frac{1}{4}$  of 1 per cent on corn and  $\frac{1}{8}$  of 1 per cent on other grains, and this case not having been decided, thought it best not to give testimony, but simply entered appearance at the hearing for your Association.

I understand the railroads will only pay claims when their records show bad order or defective equipment, and are refusing to pay claims where they have a clear record of the movement of the car. Therefore, as I understand their position, on a clear record car they make the point that it occurs either through scale tolerance, inaccurate weights, invisible loss, wastage or natural shrinkage. Therefore the question of natural shrinkage is bound up with these other subjects.

In the absence of any decision in the court case or this Interstate Commerce Commission hearing, no further report can be made under this heading.

**J. S. Green:** I move the report be accepted and filed. [Seconded by Mr. Wells, and carried.]

**President Eikenberry:** There is no part of the Government work we are more interested in than the Bureau of Markets in the Department of Agriculture. You know something of the phenomenal growth and activity of this Bureau, and if you didn't know the man at the head of that Bureau, you would conceive the idea he was both aggressive and progressive from the work he is doing, and from the things that emanate from that Bureau. I want to assure you he is one of the most progressive as well as one of the most aggressive servants of our Government. He is not a stranger to the grain trade. He came to us last year at Baltimore and won us through his personality. I wish at this time to present to you Mr. Charles J. Brand, chief of the Bureau of Markets.

**Mr. Brand:** I have known of some aggressive people I didn't approve of very much, but I know the president made his statement in a kindly way. I was interested in Mr. Goemann's report, and want to say in support of it and in commendation of your action in adopting it and in endorsing the particular rule which they secured, that our transportation specialists and our grain supervisor in Chicago thought it was a very great victory for the grain trade, and I believe myself that it is [Applause].

#### THE BUREAU OF MARKETS IN ITS RELATION TO THE GRAIN TRADE

Wheat and meat are the food of the civilized world. Thirty-nine per cent of the diet of the average man is derived from animal and 31 per cent from cereal sources. Roughly, 25 per cent is of fruit and vegetable origin and 5 per cent sugar, condiments and miscellaneous. Hence, it is fair to say that the industry you represent is responsible for practically one-third of the usual food of all the people. This is always a serious responsibility, but in the crisis of a world war of the magnitude and terror of the present one, it is especially so, as our responsibility is not only for ourselves, but for our allies in this great enterprise.

##### Our Generous Crops.

The world was indeed fortunate in the bumper wheat crop of 1915. The 1,025,000,000 bushels produced that year in the United States gave us the surplus carry-over that saved the country from actual famine in 1916, when only 640,000,000 bushels were produced, a reduction of 4 bushels for every man, woman and child of our population. The prospect for the current year's harvest is only about 668,000,000 bushels, as compared with a 5-year average of 728,000,000 bushels, 60,000,000

bushels less than the average. The rest of the world, on account of the diversion of practically all human energy to war and war work, is relatively shorter than we are.

##### Marketing Agencies Important.

Never were the marketing agencies of the country more important than now. Their efficiency, economy availability are of vital interest to the nation. The Bureau of Markets desires in a modest way to be helpful in enabling them to perform their legitimate and necessary service in such manner as will most certainly meet the national need.

A very brief review of the world's wheat situation will indicate why greater production, improved distribution and wiser utilization are necessary. I will then, tell of what we are doing as our share in co-operation with the grain trade toward this end. I will refer only to wheat as typifying the problem.

##### Needs of Our Allies.

The probable production of our great Allies this year is about 961,000,000 bushels as compared with their normal peace production of 1,486,000,000 bushels. Hence, the deficiency due to war promises to be about 525,000,000 bushels in Great Britain, France and Italy. The neutral nations dependent upon us need and want about 192,000,000 bushels. The extent to which this can be supplied is, of course, uncertain. The normal consumptive requirement of the United States is 575,000,000 bushels, while the Bureau of Crop Estimates, as stated before, anticipates a crop of 668,000,000 bushels. Hence, our exportable surplus will be in the neighborhood of 90,000,000 bushels. On the basis of existing crop prospects throughout the world, the United States, Canada, the Argentine, Australia, North Africa and India will be able to supply about 500,000,000 bushels. This leaves between 75,000,000 and 100,000,000 bushels of shortage which must be obtained by conservation and better utilization. It is our hope that we may assist toward accomplishing this result.

The lines of work of the Bureau of Markets that

bear a most intimate relation to the grain trade may be described briefly by the following titles:

1. Grain marketing and food supply investigations.
2. Grain standardization investigations.
3. Grain market information service.
4. Good surveys of the United States.
5. Investigations of foreign markets for grain.
6. Business practice of marketing agencies.
7. The supervision of grain inspection under the United States Grain Standards Act.

## Grain Marketing and Food Supply Investigations.

The grain marketing investigations of the Bureau were undertaken as a separate activity about 18 months ago, and involve rather definite lines of work. The study of the methods of marketing grain at country points in the surplus grain states of the Middle West has been practically completed and a bulletin entitled "Marketing Grain at Country Points" (U. S. Department of Agriculture Bulletin No. 558) has recently been published. This contains much useful information relative to the cost of marketing, methods of purchase and sale, place of sale, prices and price quotations, storing grain, contracting with farmers for future delivery, handling grain for farmers, the hazards of the country elevator business and related subjects.

## Terminal Market Investigation.

The study of terminal grain market practices undertaken in 1915 is still in progress and recently the Federal Trade Commission has entered into this work with us. It will deal exhaustively with the cost of production, manufacture and distribution of the principal grains entering into food. It also involves a comparative study of the organization of chambers of commerce and boards of trade, together with the uniformity and equity of trade rules, terminal charges, methods of weighing, inspecting and storing, factors influencing the extent of contributing territory to the outlet for each market, the functions and services rendered and charges made by brokers, commission men, track buyers, jobbers, warehouse men and other agencies in terminal markets, prices and the cause of price fluctuations, future trading in relation to hedging and speculation, the use and abuse of private wires and special crop reports, market quotations, and other phases of terminal grain marketing. It is believed that the information thus obtained and disseminated should assist the grain men in a better understanding of their own business, but that it will also lead to a better feeling between the dealer and the farmer by making available to the latter authoritative information as to the problems the grain men must meet daily.

## Grain Standardization Investigations.

The trade is familiar with this work and will be interested in a brief report of recent activities and progress. The corn standards, published September 1, 1916, and effective December 1, 1916, have now been in effect nearly a year, and have worked with relative smoothness and given general satisfaction. Although unquestionably much remains to be accomplished in the way of bringing about universal understanding and application of them, the general efficiency of corn inspection throughout the United States has been increased greatly. We believe this to be especially true with respect to "out inspections" from the terminal market.

## Wheat Standards.

Since your last meeting a series of important hearings has been held in a large number of cities in the country, participated in generally by the trade, regarding the wheat standards which have now gone into effect for both winter and spring wheat. An investigation on these subjects will be continued with a view to changes that may be necessary from time to time to adapt the grades more accurately to the needs of the trade, to consider complaints and to devise further means of improvement in standardization. The application of the wheat grades under the Grain Standards Act will be discussed to some extent later.

The work on the oats grades has been practically finished and it is expected that within a few months it will be possible to make these standards available to the trade for the purpose of public hearings looking to their final promulgation.

Investigation into the sulphuring of oats, smut dust control, bulk handling of grain and other subjects has been continued. Milling and baking tests, rice investigations, and revision of methods of determining acidity in corn have also had attention during the year.

## Grain Marketing Information Service.

With a view to assisting in the better distribution of grain, particularly at the present time of uncertainty and the disturbed condition of the usual sources of information, the Bureau is beginning to build up an information service for the grain trade which we hope will develop to be of especial value. For this purpose, the country is divided into 10 divisions with a headquarters office in each division. From this central office reports will be issued. The first will be a bi-weekly report giving estimates covering the following matters:

1. Stocks of various grains and hay in dealers' hands.
2. The amount of these commodities that will be shipped from stations in the division during the two weeks following the date of the report.
3. The amount that will be shipped to stations in the division during the same time.
4. The range of prices at which different grades are being offered for sale for shipment in carload lots at selected stations in each division on a given date.

5. The range of prices at which similar grades can be purchased for shipment to these stations on the same date.

A summary of the reports secured in other divisions will be included in the report of each division, and reports will be mailed on Saturday night so that the trade may receive them by the following Monday morning.

After the work is thoroughly organized, we hope to issue additional reports and to put them out at more frequent intervals. It is also possible that with speculative trading discontinued in wheat, and limited considerably in other grains, news agencies, exchanges and others who in the past have compiled and distributed market information may curtail their activities. The Bureau of Markets is preparing to take up the work if this occurs, in order that reliable and disinterested market news may be available at all times.

## Reports to Be Enlarged.

The Middle Atlantic Division, comprising the states of Maryland, Delaware, West Virginia, Virginia, and North and South Carolina, has already been organized and reports are being issued. We do not expect for the present that the information released will be as of great value to the great distributing centers as to the small country dealers. The large dealer can afford to maintain a relatively perfect service of his own, but the small dealer cannot afford this expense, and in the past has had to depend almost wholly upon



CHARLES J. BRAND  
Chief of U. S. Bureau of Markets.

items in the news and trade papers regarding conditions in various sections. We have invited, and will welcome, suggestions for the perfection of this service. Similar services with respect to perishable fruits and vegetables, and live stock and meats have already been developed to a high state of efficiency and have received the warmest commendations of the industries affected.

## Food Surveys of the United States.

In the Emergency Food Production and Food Survey Bill, Congress conferred upon the Department power to secure authoritative information regarding the demand, supply, ownership, location and the like of all foodstuffs. This information is highly important in itself, and will be of value in furnishing a more accurate basis for our market information services.

## The Preliminary Survey.

A preliminary survey as of August 31 has been made and the data are now in the course of compilation. These included reports as to the stocks in the hands of wholesalers, manufacturers and other large distributing agencies, including elevators, mills, etc., and retail stocks, stocks on farms and stocks in the hands of consumers. No doubt many of you have responded to the call for this information, as the schedules were sent to 38,000 grain elevators, mills and wholesale dealers, and 18,000 grain, flour and feed dealers among a total of 385,000 enterprises called upon for report. Over 100,000 enterprises have failed to report. I may say that this is done at their own peril, as the law provides a fine of \$1,000, or imprisonment, or both, for failure to make return. It will be a physical impossibility to proceed against such a large number, nor is it our desire to do so; nevertheless, as we are sending out a follow-up call this week showing necessity for more and more complete returns in connection with this work, even to

the extent of taking action against firms that fail to do their patriotic duty by furnishing requested information. The giving of such information to the Government can do no possible harm to the reporting concerns and will yield information of great value to the Government and to the industry in making possible wiser distribution.

As an illustration of some of the types of information we are securing, I may cite on the basis of incomplete returns the following. It was found, based on the reports from 5,975 firms having a reported capacity of 405,951,000 bushels, that their total receipts were 1,010,900,000.

## Figures for Exporting States.

The seven states from which the greatest part of our exports go out, namely, Louisiana, Maine, Maryland, Massachusetts, New Jersey, New York, and Pennsylvania, report total receipts of 373,922,000 bushels, which, when subtracted from the total receipts for 1916 by all states, leaves a total of 636,988,000 bushels.

Interesting comparisons have been possible also between total capacity and total receipts of exporting states, and the total capacity and total receipts of other states. For example, the exporting states already mentioned reported a total capacity of 41,939,000 bushels, and total receipts of 373,922,000 bushels, showing a turn-over of nine times their capacity. On the other hand, the non-exporting states show total receipts of 636,988,000 bushels and a total capacity of 360,011,000 bushels, indicating a turn-over of less than twice the capacity in such states.

## Investigations of Foreign Markets for Grain.

Plans have been in the course of development and formulation for two or three years for the investigation of foreign markets for American farm products. The war has, of course, put everything on an abnormal basis, but we are looking to the needs of our agriculture after it shall have ended, and are trying now to be prepared so that American grain will receive special consideration.

A representative of the Bureau spent several months in Europe, part of the time with one of the important officers of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, and among other things gave special attention in England and Italy to making contracts with the importers of grain. They have been provided with information of all kinds, copies of the standards, and information with relation to them. The foreign trade has indicated particularly that the establishment of the standards will have a profound effect upon their willingness to purchase from us.

## Business Practice of Marketing Agencies.

Under this project a uniform accounting system has been devised for use in country elevators. This has now been installed by approximately 1,000 houses, principally in the Dakotas, Minnesota, Iowa, Illinois, Kansas and Nebraska. A total of 375 elevators was visited by our field man, and 362 report installing that system during the past year. Except as to specimen copies, the Department does not furnish this system free of charge. Publishers throughout the country have taken an interest in it and have pushed its use as a business proposition. Its installation has been of great assistance in the compilation of accurate and exhaustive figures showing cost of operation, which have now been compiled for about 175 elevators. These data show that the cost of operating primary grain elevators varies from 15 cents per bushel down to 9 mills per bushel. A publication on elevator costs is in the course of preparation.

## Service of Bureau Impartial.

In passing, I wish to say that we are assisting both independent and co-operative elevators in this work. It is our desire to render impartially a service which will make both as efficient as possible. We do believe in co-operation wherever the elements of success exist, but that does not mean that we have the slightest enmity toward independent initiative and enterprise in this field. We are trying to improve the whole industry; not any single part of it.

We are giving much attention to increase efficiency in transportation matters, particularly the subjects of loading cars for maximum efficiency, minimum car weights, and the securing of the release of railroad equipment. An interesting illustration of how equipment can be unwarrantably tied up was discovered at Fredericksburg, Va., by one of our men. Here a clerk engaged in another line of mercantile pursuits had set himself up in the grain, hay and feed business, I believe without even so much as an office, and had solicited consignments from large and reputable wholesale dealers. We found that he was holding as high as 24 cars on track at one time, paying demurrage on them and depriving other shippers of their use. We took immediate steps to secure the release of these cars.

## Supervision of Grain Inspection.

I wish to review briefly for your information the progress of this work and to point out a few benefits flowing from it, as well as some current problems that we are meeting.

The Grain Standards Act was approved by the President on August 11, 1916. On September 1 the Department issued, in Service and Regulatory Announcements No. 11, the official grain standards of the United States for shelled corn. On October 14, in Service and Regulatory Announcements No. 12,

the tentative rules and regulations under the act were distributed to the trade for suggestions and criticisms. Hearings were held promptly in various parts of the United States, and on November 6 the final form of the regulations was put out. On December 1 the corn standards became compulsory, the 90 days' notice required by law having elapsed.

On November 20, a complete description of all the supervision districts, accompanied by a map, was issued for the information of the trade. Licensing of inspectors proceeded throughout the month of November and on December 21 a complete directory of persons licensed to inspect corn was issued.

During December and January much attention was given to the matter of forms of certificate which would be in compliance with the law and the rules and regulations thereunder, and the proposed forms of all the markets and inspection departments were revised and, after suitable corrections, when necessary, approved.

#### Wheat Standards Hearing.

On February 6, Service and Regulatory Announcements No. 19, containing the tentative official standards for wheat was issued, and hearings were begun immediately in all of the important wheat sections and wheat markets of the United States. The final hearing occurred in Washington on March 7, 1917, and on March 31 the final form of the standards of the United States for wheat was promulgated, effective for winter wheat on July 1 and for spring wheat on August 1.

Thirty-six offices of Federal grain supervision have been established, as shown in Service and Regulatory Announcements No. 24, issued September 8. Forty-one supervisors, 10 assistant supervisors and 80 grain samplers, together with all of the necessary clerical force, have been appointed and assigned to duty in the various offices.

To date, 704 applications for licenses to inspect corn and wheat have been received. Three hundred and twenty-five licenses to inspect wheat have been issued. The demand for inspection of grain by licensed inspectors is steadily increasing. One licensed inspector has been placed on trial to determine whether his license shall be revoked for flagrant misgrading thereunder.

To date, approximately 400 appeals have been taken to the Secretary of Agriculture through the various offices of Federal Grain Supervision. The majority of these have, of course, related to corn, as the wheat standards have become effective so recently.

#### Work of Supervisors.

The supervision of inspection has not been confined to the determination of appeals and disputes. Up to date, 10,656 official samples of shelled corn have been secured and analyses made to determine their true grade, in order to check up on the accuracy of inspection as carried on in various market and inspection departments. During the period from December 1, 1916, to May 30, 1917, 237,595 cars of shelled corn were inspected and graded according to the standards of the United States by licensed inspectors.

Recently there have been some complaints regarding the wheat grades, particularly with reference to the dockage item, and some elements of the trade have appealed to the Food Administration asking that the enforcement of the Act be postponed, under the apparent misapprehension that the Administration was in some way responsible for the Grain Standards Act. This, of course, is not the case and the application of the Act could not be interrupted without specific authority of Congress. In order that any uncertainty might be removed regarding the matter, Mr. Barnes and I held a conference on last Saturday, at which time it was agreed that the Grain Corporation could aid greatly in the readjustment which the establishment of uniform supervision of grading may bring to grain handlers and growers, and that all purchase of wheat over which the Corporation has control will be made according to the grades of the Official Grain Standards from 1 to 3, and that purchases below 3 will depend upon examination of actual samples of the wheat. You will recall that the Food Control law, in the drafting of which the Bureau of Markets took a large part, provides specifically that the guaranteed prices for 1918 shall be fixed for each of the Official Grain Standards for wheat as established under the United States Grain Standards Act. In view of this specific requirement of the law, the wisdom and expediency of using the standards for the 1917 purchases should be apparent to all.

The enforcement of the standards will not be suspended, but on the contrary, the Food Administration and the Department of Agriculture will co-operate in carrying out its provisions so as to obtain the most beneficial results to all concerned. The fixing of prices and the consequent elimination of competition which is able to recognize distinctions in value, no matter how fine they may be, has given the trade a feeling that there is something the matter. To the obvious factor has been ascribed the chief blame. It will be wise for all to remember that we are at war, that extraordinary conditions necessarily prevail, that fixed prices have a necessary element of inelasticity, and that we must diagnose carefully the true source of any difficulties that may arise.

Some confusion has arisen on account of the unfamiliarity of many persons in the grain trade with the new standards. It is not unfair to say that

opportunity to learn about the standards has been ample. They have been published broadcast by the Department and by all of the papers of the grain trade. Information is always available upon request, but in spite of these facts the less progressive elements of the trade have not informed themselves about the standards, nor provided themselves with those simple forms of apparatus, particularly suitable sieves, that are necessary for the correct grading of

#### Abuse of Grain Standards.

Unwarranted practices have arisen recently and have been reported to us from various sections of the country, indicating that some firms have arbitrarily assigned lower numerical grades to wheat by reason of the presence of dockage, notwithstanding the fact that dockage, once having been assessed, it does not properly enter into the assignment of the numerical grade. Human nature, together with the necessity of applying fixed prices, has tended to a practice of failing to recognize the value of dockage in paying for wheat. Every effort will be made to eliminate these abuses and to bring about the just application of the official standards and to establish fair dealings.

The Grain Corporation has requested the Bureau to assist by permitting its supervisors to inspect grain not only at terminals, but at country mills and country buying points generally.

I will cite a few illustrations of what for the present we will call "unfairness in the assessment of dockage." In order to check up on the way the grades are being applied, our men have been collecting samples in the field, particularly in the spring wheat territory.



PEORIA GRAIN MEN HAD THE GOODS WITH THEM

These samples relate to specific transactions, concerning which we have the facts, including the names of the parties thereto. In one case a dockage of 10 per cent was assessed, whereas the sample showed an actual dockage of 5.5 per cent. In another case at the same point a dockage of 3 per cent was assessed, whereas the actual dockage was only  $\frac{1}{2}$  per cent. In one South Dakota elevator a 5 per cent dockage was assessed on grain containing only 3 per cent. These indicate a fair representation of the over-assessment of dockage.

In a few cases samples were found where the opposite was true. One particular sample, in which the dockage consisted mainly of wild oats, was assessed 11.5 per cent, whereas the actual dockage was 18.5 per cent. In this particular case the weight per bushel before cleaning was 51 pounds, and after cleaning 60 pounds per bushel.

#### Dockage Must Be Fair.

These examples indicate both carelessness and injustice in the assessment of dockage. The Department proposes to use every endeavor to protect the official standards and to see that they are honestly and correctly applied. In this we count on the co-operation of the Grain Dealers' National Association.

You will recall that when the standards were first published much fear was expressed that they were so exacting that they would operate particularly to the detriment of the producer by throwing a major part of his grain into lower grades. Although too short a time has elapsed to make final and definite statements on this point, some interesting facts have been collected. In the case of hard red spring wheat at Minneapolis, out of a total of 8,016 cars graded in accordance with the Federal standards during August and the first 17 days of September, 80 per cent graded No. 3 or better. Under the Minnesota State standards during the months of August and September, 1914, 1915, and 1916, an average of 77 per cent for the three years graded No. 3 or better. In view of the fact that the Minnesota state standards

include four grades down to No. 3, having both No. 1 hard and No. 1 Northern, this comparison is significant, even when we recognize that the quality of this year's crop is high.

During August, at Kansas City, 2,954 cars of soft red winter graded as follows:

No. 1.....	14.6 per cent
No. 2.....	55.2 "
No. 3.....	20.5 "
No. 4.....	4.4 "
No. 5 and sample.....	5.3 "

During the same month, 922 cars of soft red winter graded as follows at Chicago:

No. 1.....	0.5 per cent
No. 2.....	35.9 "
No. 3.....	35.2 "
No. 4.....	13.0 "
No. 5 and sample.....	15.4 "

In the case of hard red winter during August at Kansas City, 4,077 cars graded as follows:

No. 1.....	16.1 per cent
No. 2.....	53.6 "
No. 3.....	19.4 "
No. 4.....	5.5 "
No. 5 and sample.....	5.4 "

During the same month at Chicago, 776 cars of hard red winter graded as follows:

No. 1.....	1.7 per cent
No. 2.....	69.1 "
No. 3.....	8.2 "
No. 4.....	13.0 "
No. 5.....	8.0 "

These experiences, while not determinative, seem to indicate that the standards will operate fairly to

producer, distributor and miller if they are applied with reasonable accuracy and honesty throughout the channels of distribution from country elevator to terminal and export markets.

I will not attempt, nor am I capable of discussing the numerous technical questions which you will wish to ask about the application of dockage and other features of the standards. The gentlemen most intimately concerned with the determination of the standards and with their enforcement are in attendance at the convention, and will be available during tomorrow's program, so that any questions for which you desire answers can be taken up fully. I do wish to call your attention to some fundamentals that must be kept constantly in mind.

#### Wheat Grades Indicate Milling Value.

The official grain standards of the United States for wheat were established for the purpose of handling and marketing grain under normal marketing conditions. When such conditions prevail, the grain falling within any one of the grades would be of approximately equal milling value. However, the grade requirements of each of the grades are sufficiently broad to permit a certain range in quality and condition, and consequently in value, of the wheat falling within any of the grades. An untold number of grades would be required in order to establish a system of grading which would embrace all wheat of exactly the same milling value within a single grade. In this connection it should be remembered that wheat of a certain quality and condition may have a given value for one purpose and a different value for some other purpose. In other words, it is impossible to establish absolute values for all purposes by any system of grading.

#### Uniformity Essential.

Under no set of conditions is a great multiplicity of grades desirable or necessary. With normal marketing conditions, competitive bidding insures prices based on actual values for a given purpose. If competitive bidding is eliminated and an arbitrary price

fixed for each grade, the grain at the top of a grade may sell for less than its true value, while that falling at the bottom of the grade may command a price greater than its value. This condition would maintain in any commercial system of grading. If the grades in use by the various states and grain exchanges before the establishment of the Federal standards were to be employed under present conditions, much more confusion and dissatisfaction would result than we are now experiencing. Uniformity of standards, in my judgment, is absolutely essential in any system of grading. This is especially true when a system of price fixing based upon grades is involved.

In closing, I wish to say a word as to the spirit of co-operation which has existed and which should exist between the Bureau of Markets and the grain trade.

#### Criticism Due to Abuse of Grades.

Official grain standards of the United States for wheat have been adopted by the Food Administration in connection with the purchase and sale of wheat under the Food Control Act. The Department of Agriculture has been asked to lend its co-operation in order that the spirit and purpose of the Food Control Act may be successfully accomplished. The Department of Agriculture is extending every effort to secure uniformity of application of these standards. The Department realizes that the standards are new and that many people are as yet unacquainted with their requirements. Criticism of the standards was expected, and in this matter we have not been disappointed. It is evident, however, that almost all criticism directed against the standards has been occasioned by abuse of the standards through their incorrect application. It is realized that such misapplication has been due largely to lack of complete understanding of the requirements of the standards.

a rule he proposed, whereby all grain for any state should be graded according to Federal standards. Mr. Brand says Mr. Barnes has asked permission to use the Federal supervisors for intra-state business, but didn't say whether it had been granted.

**Mr. Brand:** It is not settled, but we are going to help as far as we can under the law, and I think it is possible to assist them to that extent.

**A. Brandeis:** In offering a resolution of thanks to Mr. Brand for this very interesting and able paper, I would say that we are all prone to look at anything done in Washington or to be done there along the line of theory and theoretical work. There happens to be in the make-up of all individuals a certain amount of self-appreciation and conceit. I guess we all have it, although probably the grain dealers have it less than any other people in the world [Laughter]. I think this paper of Mr. Brand shows he has handled his Department in such a hard, practical, common sense and able way, that we can pay him no greater compliment than to say he has handled it as though he were one of us. I move a vote of thanks to him. [Seconded by J. H. Cofer, and carried unanimously by rising vote.]

**Mr. Brand:** I am glad to be one of you [Applause].

**F. E. Watkins:** I move we adjourn. [Seconded by G. A. Wells, and carried.]

## Banquet Session

The banquet was served at Elmwood Music Hall on Tuesday night. Following a musical and cabaret program (described elsewhere under the head of "En-



LEROY URMSTON AND PARTY CAUGHT ENROUTE FROM INDIANAPOLIS

At the same time, however, certain arbitrary methods have been used willfully by buyers in applying the standards, which methods have resulted in much confusion and dissatisfaction on the part of sellers. The discontinuation of such practices on the part of buyers is urgently requested by the Department.

#### Constructive Suggestions Invited.

The standards as established incorporate, we believe, the best thought of the trade. Ample opportunity for criticism and suggestions was afforded the trade prior to the promulgation of the standards. The Department feels, therefore, that any criticism of the present standards should be in the form of constructive suggestions embodying definite recommendations from the trade as a whole, rather than in the form of promiscuous complaints regarding technicalities made by individuals, frequently in an unfriendly spirit. In order that the results desired by the producer, the grain trade and the Department be attained, the complete co-operation of the trade is urgently requested, not only in the application of the grain standards and in bringing to the attention of the Department any constructive suggestions for their improvement, but in all of the grain marketing activities of the Bureau which I have attempted to outline for you this morning. [Applause.]

**President Eikenberry:** Questions asked of Mr. Brand should concern general policies or general matters of the Department, and we should not go into details handled by clerks in the Department, or details with reference to matters that are to come up tomorrow when the men who have charge of those particular things will be present.

**H. B. Dorsey:** At the conference of the secretaries of the various state organizations in Chicago with Mr. Barnes last Wednesday morning, he showed us

tainment") an address was delivered by Sir George Foster, Minister of Trade and Commerce of the Dominion of Canada. Charles Kennedy, agent of the Food Administration Grain Corporation at Buffalo, introduced the speaker as follows:

**Mr. Kennedy:** Gentlemen of the convention, a few weeks ago it was my great privilege to go into Canada and there talk with the Dominion Millers' Association on the question of wheat control which they were about to put in force in that country. If there is any place on earth this nation needs a message from, it is from that country to the north of us. You have only to walk the streets of Toronto to see what this war means. You will find the maimed, the lame and the blind as the sacrifice that this great people have been making for our liberties as well as their own. [Applause.] In the great Hippodrome of the city of Toronto a few weeks ago 20,000 people, whose souls were bowed down with grief, but in whose hearts was the courage of conviction, when they saw the Stars and Stripes borne before them, broke forth into joy and hailed it, and you may well be proud of the respect they showed your flag, which to them was the emblem of a God-sent aid of which they were in need. [Applause.] Who are the men who are leading this great nation to victory? Who are the men who have willed that this war shall be won? We have with us tonight one of the most eminent, one of the most honored, and I take pleasure in introducing to you Sir George Foster, Minister of Commerce for the Dominion of Canada. [Applause and cheers, convention standing during same.]

**Sir George Foster:** Mr. Chairman and gentlemen, in the first place let me thank your chairman for the kindly way in which he spoke of my country. In the next place let me testify to the kindly invitation which has been extended to me to represent my

country at this important meeting of one of the greatest Associations of your country.

#### Triple Message from Canada.

I bear you tonight a triple message. I am some grain handler myself. The Dominion of Canada is some grain grower herself. [Applause.] In 1916, 474,000,000 of bushels of grain were inspected and graded in and west of the city of Winnipeg itself. That is a big heap of grain. That grain was grown upon a mere fringe of the grain growing capacity of the Canadian Northwest. Fourteen millions of acres at the most grows the grain—the wheat, I mean—in the West, which this year amounts to 230,000,000 of bushels. Less than 10 per cent of the wheat growing area of that Northwest produces this 230,000,000 of bushels this last year. The inference is easy as to what will happen as the years pass by and the fringe which is now cultivated in wheat extends to the broad belts that, from the Great Lakes to the foot of the Rockies, stretch out there waiting for the work and labor of the cultivator. Therefore, I say, we are some handlers of grain ourselves in Canada, and I bring you a message from this department of Canada's enterprise and industry—a message of good will, a message of co-operation, a message of closer union in these years of a war in which we are now mutually interested and mutually engaged, in which so much depends upon the productivity of the grain areas of these two countries.

#### Government Control in the Dominion.

We have in Canada under Government supervision elevator capacity to the amount of 180,000,000 bushels. All elevators in Canada are under license by the Dominion Government. All those licenses are issued by my Department. Every bushel of that grain is inspected and graded by Federal inspection and grade, uniform and according to law. We have been under that arrangement with our grain for the last 7 or 8 years. Everything in the shape of the weighing of grain, the supervision of scales, the carriage of the grain, the inspection of the grain, the grading of the grain, the warehousing of the grain, the general conduct of the grain trade, is Government-controlled and Government-based, and has worked to the satisfaction, I think, of the whole country, grain raisers, grain dealers and consumers as well. Therefore, from Canada, as a great and increasingly greater producer of the staples of life, I bring to you a message of good will.

#### Canada's Sacrifice.

I bring you a message of good will from Canada today such as I could not have brought a year ago, because conditions have changed within this year. In August, 1914, when the kaiser determined upon his war program and when war was ultimately declared by Great Britain, Canada, 3,500 miles away from the scene of action; Canada, with no interest in Europe, good, bad or indifferent; Canada, without any knowledge of territory which it could ever hope to gain or indemnity which it could ever hope to earn from a participation in the war, did not wait for a call, did not wait for a command, did not wait for an entreaty, but listening to the inward impulse of her own heart, sprung from a stoek allied to and connected with the civilization of the British Empire, waited for no call, but sprang to arms. [Applause.] And from the far reaches of the Pacific down to the edge of the Atlantic her sons enrolled themselves in that mighty struggle just then commencing, which has developed into the historic contest of all the ages.

It is a thing of wonderful significance that just at that time the sons of the British Empire in every quarter of the globe in similar manner waited for no word of command and for no note of entreaty, but set their homes in order and set their faces toward the trenches of Europe, and marched over land and over sea to do their duty in what in their hearts they felt to be a battle for the liberty and freedom of the human race. [Applause.]

#### 400,000 to the Front.

In less than 3 months from the declaration of war a people all unused to war had put 33,000 men in khaki, equipped them and put them across the ocean to their first drilling ground on the soil of Great Britain, and from that time unto this 400,000 more Canadians have followed that first 33,000, and are doing their various bits of service and duty between this country and the trenches of Flanders and France. [Applause.]

Our raw, peaceful, undisciplined, untrained men have proved themselves worthy of the stock from which they sprung. [Applause.] They have stood off the energy, the discipline, the storied prestige of the best of German soldiery, and have done their duty as men and as heroes in the great struggle in these long-drawn trenches. We make no boast of it, but we are infinitely grateful and proud that the spirit of justice and liberty, the fibre of the men from whom we sprang exists yet in this 20th century, and that she justifies her stock and justifies her descent to this day. [Applause.]

#### Germany Ostracized.

From that time until this this war has gone on. Little by little the nations of the earth have taken sides in this war. It is a most wonderful thing that at this very moment the German and the Austrian and their two allies number scarce a friend, an earnest, honest, sympathetic friend, in all the range of the world's nations. One by one, impelled not by gain,

impelled not by hopes of territory, the world, the moral force of the world, the moral sense of the world, the love of liberty and of freedom and of justice in the world has ranged its peoples against the Teuton and the Hun, and today they war against the bulk of the worth and valor and virtue of the humanity of this world. [Applause.] And yet they war. And in this fourth year of the war, on all the lines of battle, it cannot be said that on one single line the victory has been won against them, that the war has even measurably gone against them, that any one can say just the time and the place where the victory will be finally won. The wonderful organization and system and preparation, and the compactness with which the people are massed there in their homes, in their fortresses, in their strongholds, have made them a power most difficult to overcome; and their genius, their resource for war, their admirable organization, the unity with which every move is made, one strategic whole as against a multiplicity of nations with different models, different ideals and different methods, has made them a strong force unconquered yet, but not unconquerable.

#### No Peace Without Victory.

And yet, as that 3 years of war have passed, and men have stood against each other by millions and died by hundreds of thousands, and all the wreck and ruin of war has been wrought, in the Allied forces and those that pertain to them, at no period of the war was the resolution more firm, the determination more fixed, the desire more intense, the purpose more fully made and formed than that this war shall not stop until the victory is won—the final victory. [Applause.]

The causes of this war have grown clearer day by day. It was something to argue about in the early days of the war, in the early months of the war particularly, but time in its progress has revealed as clear as sunlight the causes of this war. It is no longer a war of race against race. It is not a war of Austria against Serbia or against Russia. It is not a war any longer of Germany against France or against England. It is not a war of race against race or nation against nation. It has developed far beyond that. It is a world contest today. It is the liberty, the freedom, the democracy of the world pitted in the last great world struggle, I believe, for the effective maintenance of these principles as the dominating and governing principles of the world, against a military autocracy that believes that might is right, that lets nothing stand in the way of gaining the purpose to be gained, that is void of humanity, void of justice, void of moral quality, that defies force and might, and that places beneath its feet every element and ever motive of humanity which stands in the way of its ultimate triumph.

Today the battle is being fought which frees humanity and, I believe, frees it forever from the menace and dominancy of military autocracy. [Applause.]

#### Great Chain of Democracies.

That is the fight in which we are engaged; that is the fight which, on the 8th of April or thereabouts, this great democracy south of the 45th parallel of latitude joined with the other great democracies of the world, and linked its fortunes, not because it wished for territory, not because it lusted for battle, not because it panted for military glory, but, driven by the force of circumstances, driven by the unity of feeling for liberty and for freedom which is the distinguishing characteristic of these hundred millions of people, driven at last, against its wish, against its will, against its desire, to join itself to the democracies of the world, to vindicate the principles for which we today are all fighting. [Applause.] That is the situation today.

#### The Wisest Course.

Now sirs, there are not many things that I wish particularly to speak to you people tonight. Let me tell you that from our hearts as Canadians we appreciate the step that the United States at last took. Some of us were a little impatient that you had not taken it before, but every one of us felt that that was a matter for the United States itself to settle as to the time when it should take part in this struggle. And I am here tonight to voice the opinion of Canada through and through that you took the wisest course; you let things ripen to the point of successful action before anything was attempted to be forced, and when you went into the war, you went with the great bulk of your people behind you, and that was the thing to do [Applause].

Another very wise thing that you wise people did was to get into the war on the right basis in so far as the raising and maintenance of a force was concerned. You didn't trust to voluntary enlistment; you took the experience of the war for its three years and of those that were engaged in the war, and the first thing you did as laying a basis for the foundation of a force to be effective in the war, was to take the principle of selective conscription [Applause]. Canada from the very moment that she engaged in that war felt the disadvantages of not being able to take the same course at the beginning of the war, but it was as absolutely impossible for Great Britain and for Canada to go into the war in its early stages on any other principle of enlistment than the voluntary system, as it was impossible for

you to have plunged into this war at its inception instead of waiting for the ripening process.

Britain had to pay for her experience, and in blood and tears had to work her way up from the voluntary system to the selective or conscriptive system. And so Canada had to take the same course, try out to the very limit the possibilities of voluntary enlistment before her people would come up to a point of a change of attitude in that respect, and stand behind the principle of selective conscription. But Great Britain paid dearly for that experience. The willing, the brave, the men of the best fiber, the best men through and through are those who will enlist under the voluntary system, it matters not what basic industries, what fundamental enterprises, what productive interests are imperiled by their voluntary enlistment. They feel the call and they go.

#### Selective Conscription Best.

Under selective conscription every man has his place. He is put where the national interest makes it best that he should be put. He feels that whether he is put there or there, he is put there in the interest of his country, and that he is doing his best bit by going where he is placed. There is no derogation, there is no diminution of reputation, there is no slur upon that kind of business. That is the value of selective conscription. And Britain, after many of her best and bravest had left such positions as I have hinted at and had gone to the front and had engaged in the battles at the front, Great Britain had to use selective conscription to bring back from the front and the trenches men that were indispensable for many of her enterprises, in order to keep her home fires burning and the home bases strong.

#### Profiting by Experience.

You have profited by the experience of other countries, you have avoided that rock, you have started



SIR GEORGE FOSTER

Photo by Pittaway, Ottawa, Ont.

on the selective basis, and your industries, your great productive enterprises of agriculture and of industry of any kind under the selective system will be looked after and kept strong, while at the same time you will get your proper quotas for the front work of war, for the trench work which is to come after. That is the great advantage that the United States has started under, and you are to be congratulated upon it. But be lowly and not proud over that circumstance. Recollect that in order that you might gain that experience the allied powers were all that three years shedding their blood, laying their best and bravest on the altar, mourning in the families at the homes in the countries from which they had come, from South Africa, Australia, New Zealand, the Indian possessions and Canada; others of the Allied nations were laying down their bravest and their best. They were gaining for you that experience. They were standing in the front and keeping back the hordes that otherwise would have pressed to victory and made your effort when it came futile and useless for ultimate and complete victory. Remember that, that the early stages of the war were fought and paid for by the blood and the treasure of the Allies. But when you did come in, you came in at the opportune moment.

#### America's Aid Needed.

You heard what Bonar Law, the Chancellor of the Exchequer of Great Britain, said. He made a frank statement, which in some respects was not a grateful statement to make. We could have wished that it had been otherwise, but the statement was a true one, and it was frankly made, and in blunt English it was this, that after this war had gone on with its terrific burdens and wastage for 3 years, the condition of things financially had arrived at this stage, that if it had not been for the entry of the United

States with her tremendous and undiminished resources, financial and otherwise, if it had not been for her entry into the war at that time, that the fortunes of this contest would have been doubtful and that the victory would have been doubtful as well. Thank Heaven that with undiminished resources, tremendous and great in their scope and in their power, you were able to join your fortunes to the other warring Allies at the critical moment, and save the position financially first as you will save the position in man power at the last [Applause].

#### The Wastage in Europe.

I have passed along the trenches in France and in Flanders. I have followed closely the courses of the war. I have seen one-tenth of France on the other side of the trenches devastated, outraged, insulted, destroyed under the hoof of the Hun. I have seen the other three or four-tenths of France on the other side of the trenches, their women clad in black, their fields void of young men and strong men, cultivated by the old, by the children and by the women. I have seen that long line of Frenchmen from Switzerland to the North Sea, standing there for week after week, month after month, year after year, the sole guardians of this part of France against the desolation which was beneath their eyes on the other side of the trenches. And last July when I was in Paris and the dead were totaled up, 1,200,000 adult Frenchmen had lain themselves down in the dust and had hallowed that long line of defense. Think what a million and a quarter of men meant taken out of France! And still, in the third year of the war, they lined that long 400 miles, and they are the sole defense of unravaged France from the ravages that have taken place in conquered France and conquered Belgium. For whom has this been done? For the Canadian farmer in the middle prairies. His cause was championed by these dead and dying and living Frenchmen on the first line of battle. The liberty, the very existence of Great Britain and her empire were championed by that long line of gallant Frenchmen during those 3 years.

#### France the Defender.

The liberties of the world were championed and protected and successfully defended from the foe by that long line of gallant Frenchmen. How much we owe them, we of the British race and you, the people of the United States, we never with our tongues can express, but all history through will record in the most brilliant pages the record of that great devotion, the spiritual devotion, the utter self-sacrifice which characterized the Frenchmen in Flanders and in France for those three immortal years of battle [Applause].

When that war began, sirs, Great Britain was able to place in France the magnificent army of 150,000 men. That is all. But, by George, there never was such a 150,000 men seen in the world on any battle ground as those 150,000 of drilled and discipline hardened British soldiers, who threw themselves into Flanders and the northern part of France and helped to fight that tremendous battle and helped to bring on that tremendous retreat on the Marne. [Applause] What was 150,000 men where millions upon millions in serried ranks were gripping at each others' throats?

#### The Beginning of the War.

It is said that Britain provoked the war. Of all foolishness! To provoke a war with an enemy like that, and with but 150,000 men of a drilled and disciplined and ill-munitioned army to fight the war out. Britain straightened herself to the task. One hundred and fifty thousand men will never do much for us there. Anyway, half of them have already passed away. And so Britain turned upon herself, upon her traditions, her living generation-long traditions and she set herself to raise an army, and in two years' time Great Britain put 5,000,000 English and Scotch and Irish on the line of battle at the home base and in line for the bases at the front.

When I first visited England after the war began, Lloyd George, who was then Minister of War, took me down into a room under his office, and showed me an exhibition which was wonderfully suggestive. There in one long range were the munitions which we call explosives, commencing with a little shell about the height of a tumbler, and running up by grades until it got up to a shell about a foot high, and that was the biggest thing in the way of explosive ammunition that Great Britain had at the commencement of the war. And alongside of that, after 2 years of preparation, was ranged the line of explosives running up from the small one to those mighty engines of destruction which run careening like cars through the void, carrying destruction with them with every explosion. And the same way with guns, the same way with everything. Britain had to turn in upon herself, and with what army she could give, and with the aid of the French and with the aid of the other Allies, just keep the Germans back until two years of preparation had made Britain a veritable arsenal for the equipment of armies, and had put 5,000,000 men at her disposal.

#### Kaiser to Blame.

That was a costly experience, my friends. That was an experience that does not carry out the argument that Great Britain was the aggressor in the war against Germany and against Austria. That bears upon the face of it what has been the intent and

trend of all the revelations since the war began, that the sinner, the chief sinner, the only sinner in this war was the Kaiser and the entourage surrounding him. That is where the war commenced and that is where the responsibility lies.

#### Tears and Blood to Shed.

Now this war has gone on for three years and better and has entered its fourth year. Are you people yet warlike? Is your blood up? Are you theoretically at war tonight? Are you, as it were, playing on the edge of the war, of the great maelstrom? In fair frankness let us all say that the people of the United States, great as has been their awakening, great as have been the efforts they have put forth in these 6 months, great and splendid as is the service which is being given by your bravest and best men from one end of the country to the other, the significance of the war, the horrors of the war, the terrors of the war, the consequences of the war, the tears and pain and blood of the war have not yet come to be your portion. That remains for you. And that is where the sturdy part of battle is to be met, and that is where the strong victory is to be won.

#### New Strength from the U. S.

When, after these long 3½ years, maybe nearly 4 years, before the serried columns of your soldiers with their flaunting Stars and Stripes shall line the trenches between Switzerland and the North Sea, long before that war weariness will have taken hold of the present and the past 3 years defenders of those trenches. War weariness and wastage and exhaustion will have taken place on the other side. Then your millions of fresh, strong men, injected at the proper points into this great war, that is the

like this could allow such wastage and such havoc to take place among His men made in His image and His likeness.

If we just confined ourselves to the phase of the war, we would lose all heart. I think the world would go mad. But there is a bright lining to this, as to every other cloud. We must look at things over vast spaces of time. We who have lived in peace in these, our countries, for these latter years, have lost perhaps the recognition of the fact that every liberty that we hold dear is a liberty that has been bought and paid for by the blood of men as brave and as strong as we are in some age of the world's history of development. They have made the supreme sacrifice in their day and generation, and succeeding generations have lived in the result of their sacrifice and their devotion. We but pay our debt to those who have gained liberty for us in the past, and we but do for future generations what past generations have done for us, when we, in our three or four years of terrific struggle, pay this immense price in order to maintain and to guarantee for the future the liberties that we hold so dear and that we will bequeath to those who come after us. Though we bear the present burden and shoulder the present debt, countless ages in the future will reap the benefit of the struggle that we have made and of the victory and the results that we have obtained. [Applause.]

#### Result Worth the Price.

The world must look at it in the large, and with a vision that reaches far back and far ahead. And, after all, there are many phases in looking upon which a man feels almost glad that this contest has come, that it is being fought out, and that the prospects

up the crust of custom and conventionality and has released the imprisoned forces of the world.

#### Upheaval of Tradition.

In Russia there has been signal instance of it. Signal instances of it are seen everywhere. Signal instances of it are in the United States of America and in Canada. Do you think that men's valuations of things after this war is over will be the same as they were before the war. Haven't we revised our standards of valuation? Haven't we risen immeasurably in our standard of measurement? Haven't we sacrificed and suffered, and haven't sacrifice and suffering made us new creatures to a larger or smaller extent? There is no doubt in my mind. I cannot travel through Canada east and west, north and south, and compare Canada as it was 10 years ago and Canada as it is today, in its motive, in its efforts, in its ideals, in its sacrifice, in its sorrow, in its chastened condition, in its brighter, keener spiritual insight into things than before; I cannot see that and not see that my Canada of today is a different, better, broader, stronger, nobler Canada than it was before this war commenced [Applause].

#### A New World.

The same thing will take place with you, is taking place with you. And if that holds in moral matters, in matters of ideal, what about business? You are revolutionizing all your businesses in the United States, as we are in Canada. After this war is over will you go back to the old system? Do you think you will? To a very small extent you will. Business after this war will be carried on on different planes from what it has before. This war has released the power of latent womanhood to an extent undreamed of before. That latent power has sought its lines of activity, and has worked them out splendidly and loyally. [Applause.] Will it all draw back into its shell when this war is over? Labor will not be afterward what it was before. Capital will not be afterward what it was before. Monopolies will find that the state has something to say after this war is over, as the state has everything to say at this blessed moment in your country and in mine.

A different method of administering from the productive center to the consuming and distributing centers is being adopted in the United States of America and in every country in which the war is going on. The great idea that the resources of the country are for the country's benefit as a whole, and not for individuals. The great central idea of today that speculation must be excised, and that the orderly procedure from production to consumption on the line of fair profits and reasonable trust services and payment therefor shall take place. That is the dominating idea today. Will it creep back into its shell after this war is over? No. This war has launched us on a different plane of action, spiritually, morally, economically, industrially, and we shall not soon, I hope never, get off that plane.

#### War a Purifier.

The war is doing great things for us. It is purifying us. It is breaking up much that has been false. It has taken away the prejudices of class. What greater or more splendid illustration of that than is to be seen today and for the last 3 years in the old islands that formed our home in Great Britain, the home of so many of us? What talk is there now about the decadent aristocracy? What talk is there now about class and privilege? Duke and peasant, miner and lawyer, have fought in the same trenches, suffered the same privations, walked hand in hand to the contest with death, died and lain down in the same dust together. Ah, how all distinctions have faded before the naked, strong virility of the men, which is, after all, the one test, while these other things are only the trappings. We won't think so much of trappings after this; we will think more of the manhood test. We will be of greater, wider brotherhood. There will be the sympathies of humanity, broad and strong. We shall get together, but not as of the olden time; get together for the purpose of trying to get what you can for your own advantage out of the person or the nation or the people or the country with whom you come in contact.

Today there is another spirit abroad—strong, regnant, dominant; it is the spirit of mutual brotherhood and self-help, and mutual help with self-help. It is the asking by one nation, What can I do, not to cripple a sister nation, but to help her forward? What is there that in counsel or in effort we can do to raise the plane of human brotherhood in its communities and in its nation? Mind you, these are the broad, strong lessons that are being graven in blood on the heart of humanity, and which will endure, after this war passes, over and above the havoc and carnage of war. Where shells are bursting and bombs are exploding and bayonets are gleaming and men are dying, there rises above it all the spiritual form of a liberty and freedom and justice, a majestic figure whose face beams upon the whole world and whose lips speak peace for future generations.

#### When the Peace Bells Ring.

Shall we go through all this awful war, pay its price, spill its blood, weep its burning, scalding tears, and after all shall we allow, after this, robber nations to plunge the world into another such war? It can not be possible. [Applause.] It is not necessary. The robber nation hereafter must be policed and captured and restrained, the same as with your municipal police, your state police, your national police, you



RALPH SHUSTER OF CHICAGO LEADS LINE OF PITTSBURGHERS

man power which is to save the situation in the end. And the crowning victory will come with your triumphant legions, working on the results of those who have fought and bled and died for the 3 or 4 years of this terrible contest which have preceded your full entry upon the same [Applause]. That is where the United States is facing today. That is to be her glory, and that is to be the zenith of this war. Your money is a great thing, an indispensable thing at this particular time, but your man power, put in at the right time, at the period of exhaustion on both sides of the fighting lines, fresh and vigorous and strong, that is the sledge hammer which will beat down opposition, that is the banner [indicating flag] and these are the troop, which with the remains of the Allies, will strike the final blow and stand at last on the ramparts of victory, and proclaim to the world a cause won and a dire dead cause lost for this and for all future times [Applause].

#### The Bitter Price.

I, for one, would grow mad if I could see only the blood and carnage and wastage of this war. On Parliament Hill in Ottawa, hundreds of thousands of troops that have been gotten together and drilled in different parts of Canada pass, and as they pass through they come up there on Parliament Hill for review. And day after day, week after week in those 3 years that have passed, some of us have seen these brave and gallant and strong browned men, sunburned and tanned, with strength and vigor in their faces and in their brawny forms. We have greeted them, we have bidden them goodbye and God-speed with a great big pang in our heart that humanity should have to pass through the trials that were before them and meet the death and the casualties which faced them. It is a bitter price to pay, but it is the price that the world has always paid for liberty and freedom. In every age it has been so. Up to this time, and in this age, it is so as well. But as one sees that phase of it and then sees the phase at the back of the trenches and in the trenches, he is filled with horror and dismay that a good God in a world

are that it will be fought out to a successful and glorious fulfillment.

#### Ignorance a Barrier.

What is the trouble with the world? What is the trouble between neighbors, if there is any trouble? It is the trouble that arises from ignorance, lack of information, lack of communication; that is the great cause of quarrel in the small and the great cause of wars in the large, the lack of acquaintance, lack of the viewpoint of one and the other. Men, no factor, no force in the whole history of the world has been comparable to this great struggle toward bringing the world toward a knowledge of itself and of one another. Have you ever thought of that phase of it? Here is a struggle which grips the heart of humanity, fastens the eye, grips the attention, centers the thought and sympathy of the world.

#### The World Draws Together.

This warfare, film described, is seen and read and known and sympathized with in every part of this habitable globe, in the darkest recesses of Africa, if there are any dark recesses left there now; in the crowded populations of India, everywhere amongst every people in every part of the world, the story of this great war is their daily story. Their attention is centered upon it. They are made partners and part in sympathy and in spirit with that war. They are drawn toward it and the actors in it. An acquaintanceship, a knowledge with each other, a sympathy with the motives and ideals of the war are disseminated world wide, and as a result of this terrific contest the world's populations will be brought to a knowledge and information and sympathy with each other that never has before existed in the history of the world. That is one thing that is certainly coming out of this war. No war in the history of the world has so broken up the crusts of custom and conventionality as has this war. Like volcanic powers coming from the center of the earth, throwing rock and earth crust into infinitesimal portions on every side, and leaving the fiery spirit of the center of the earth to come to the surface, so this war has broken

restrain the robber and the recalcitrant in the social and in the moral sphere. Can it be done? It can be done. I haven't the least doubt in the world that it will be done. And when the peace bells ring and the war drums are stopped, there will arise in this world of ours a united regnant trinity or more of nations who will guarantee the rights of the smaller nations, the rights of humanity, and will have force and power enough behind it to make it impossible that the robber nation shall ever again, as I have said, plunge this world into such terrible carnage as that through which we are passing. [Applause.]

And now, men, I have spoken to you longer than I should have. I don't know that I have said at all what I intended to say when I came here, but I have said what has come from my heart. There are yet months of comradeship, months of comradeship in the great economic battles, in the conserving of the food which is so necessary for our Allies after our own wants are supplied; in the conserving of the supply of the necessary things for the carrying on of the war until its conclusion. Canada and the United States lie side by side. They must go step by step in these matters. We cannot afford to fix the price of wheat for Canada to the farmer less than you fix the price of wheat to your farmer on the other side of the line, and vice versa. And so with other things. There is the range of co-operation which our two countries are closely following today and which they must follow along these economic lines.

And, gentlemen, with that is the feeling that now all together, with one purpose, from the frozen fields of the North down to the Gulf of Mexico, there is a virile, strong, truth-loving, well fibred morally and spiritually, people a hundred and ten or twenty million strong, who on this North American Continent stand not only for the liberties of this North American Continent, but who feel in their hearts that liberty and justice are common to the world, and when it is attacked in Central Europe it is attacked in Central North America just the same, and that we must defend it wherever it is attacked. [Applause.] I could make you a peroration, but I won't. [Long applause.]

[Meeting closed with the trooping of the Canadian and American flags by members of the 74th U. S. Infantry, and with the singing of "Star Spangled Banner."]

## Wednesday Morning Session

The convention was called to order by the president at 9:45 o'clock.

**President Eikenberry:** We will proceed this morning under the special order of business made yesterday, to secure interchange of views as to the interpretation of certain regulations prescribed by the Federal Grain Corporation. In certain centers or geographical situations there have arisen complications, as to which certain orders have been issued by the Food Administration, and those are the things specifically we desire to discuss. I will ask Mr. Richter to state some of these points.

**H. E. Richter:** My idea in bringing this matter before the convention was not to retard in any way any plan the Food Administration might have in reference to the handling of wheat, but to clear up some of these things we did not perhaps fully understand. Mr. Barnes made himself very clear to me that in the course of a short time the intermediate handler of wheat in any central market would be eliminated. Under the new plan of Federal control of the elevator, there is distinctly stated in the contract with the elevator man and the Grain Corporation, that when they seek to take control of the wheat supply in America, the elevator operator puts himself absolutely in the hands of the Food Administration, and they will direct when and where he shall put his wheat. Anyone who understands anything about the handling of grain knows there will be no intermediate party between the man who accumulates the wheat in the country and the man who mills it at some other point.

There are, however, some things that are pending today on which some of us are not as yet restricted as fully as they are in some of the markets, that do not seem to be clearly understood. For instance, Mr. Barnes said that beginning last Monday it was not permissible for any mill to pay anybody a commission for buying wheat. He explained to me they had changed the rule they had laid down to the Cincinnati delegation who had met with him in New York City, when he stated that was permissible. Today in this Central Association territory we have a flat bid on wheat, on which there is absolutely no question at all that some mill is paying the man who is buying it a commission, which is contrary to Mr. Barnes' ruling.

There seems to be some question as to how much profit one may have. I operate a country elevator at Connellsville, Ind. I have mill competition. As I understand Mr. Barnes, the elevator would practically have to close up, because the mill could pay the farmer as a maximum the New York, Philadelphia or Baltimore basis, less the freight and less 1 cent per bushel, or he could pay the dealer that.

I am a miller in central Kentucky; that is, I have an interest in a mill there. We are paying the farmer there a specific price, and I am satisfied we are violating the law, because we are not paying the farmer the St. Louis price plus the freight to the Ohio River, plus the freight to this milling point, less a commission. If a mill in Kentucky is permitted to buy wheat at \$2.05, with a freight advantage of 10 or 12 cents a hundred, it is wrong as compared with the man who buys wheat, say at Connellsville, Ind., based on the seaboard price. These are inequalities that will have to be ironed out.

In time, the commission man at Chicago or St. Louis or any other of the zone centers will have no position at all in the handling of wheat, any more than the shippers in those markets have today. There are a number of these questions that we have come to this convention to get an understanding on, and I would like to hear them discussed.

**C. A. Magnuson:** I had the pleasure of attending the meeting in Washington where the grain men were gathered, and Mr. Barnes spoke to us then as he did to us yesterday. I gathered from his explanation of the methods of working that they were making specific recommendations for the mills, for the terminal elevators, and for every one concerned in handling wheat



JOHN J. CUNNINGHAM AND W. L. STEPHENS

except the country end, the country elevator or the country mill. In other words, he stated that end of the business would have to take care of itself the best it could, and the Government would not interfere providing charges between the farmer and the market were not unreasonable. Of course, in order to establish the reasonableness of an intermediate profit, it would become necessary to investigate all the conditions of it. When mill competition is met with at the same station where elevators operate, it becomes a matter for the miller and the elevator man to get together on a reasonable basis of working out an initial profit. If that cannot be done, then both the mill and the elevator will operate without any margin, and pay the price at the terminal to which they belong, less the freight. They will be prevented from paying any more than that, but it may come to the point where neither the mill nor the country elevator has any profit, unless by mutual arrangement that can fix a reasonable initial profit. I think the way it is left by the Commission is the fairest thing that can be done, because where you can't make a profit in one place, you may be able to in another, and they will not fix a minimum price for you to pay or a maximum price; at any rate, they will not fix a minimum price for you to pay or for the miller to pay. They may fix a price by which you can get a certain commission, if you can anywhere, and where you can't get that, you ought to get it anyhow. The best thing is to leave it as it is and get the best results you can at any point where you are, taking the local competition into account, and the less we disturb it, the better we are going to be off.

**H. B. Dorsey:** While in Chicago last week attend-

ing the hearing of the Interstate Commerce Commission, which has come down to the point that the railroads are taking the position that no weights at all are adequate except track scales, Mr. Barnes and Mr. Crowell, the president and vice-president of the Grain Corporation, were in Chicago to hold a conference with the commission men as to the proposition that they reduce the commission from 1 per cent, which seemed to be universal, to 1 cent per bushel, and also to hold a conference with the elevator men as to elevator charges. The secretaries of the various associations interested in the Interstate Commerce Commission hearing secured a conference with Messrs. Barnes and Crowell, and these matters were gone over. Mr. Richter has succinctly stated the conditions so far as the middleman is concerned. As to the country elevators, Mr. Barnes said it was necessary to maintain such institutions, and that the corporation wanted as far as possible to maintain the usual and customary handling of business through this channel. The proposition of mill competition came up. We got from Mr. Barnes and Mr. Crowell that it was their opinion a reasonable profit, not an ordinary profit, but a reasonable profit under the war emergency should be secured to the country originator of grain. We drew that conclusion from the suggestion that if the mills so situated did not show a disposition to buy wheat far enough away to give the grain man a reasonable profit, the corporation might be forced to interfere and take over the whole proposition, close up all the elevators but one, thus reducing expense along that line. In this conference it developed, as I understood it, that it was the desire of the Government to maintain so far as possible the usual and customary system of handling grain, with the conclusion that the intermediate grain man, as far as wheat and rye are concerned, has concluded his services in the business during the war. You will understand these are conclusions, and not positive statements. I believe if you would go to your zone managers, you could largely correct the action of some mills that seems to have developed because of scarcity of their supplies, of going out and paying more than the market and the situation would justify.

**A. I. Merigold:** A number have spoken to me with reference to the question I asked Mr. Barnes as to off-grade and low grade wheat for poultry. He said the Government was not at present saying anything as to the handling of this wheat. In spite of that I understand nearly every market is handling it on a different basis. Baltimore, as I understand, has already taken some wheat away from purchasers that the Government has, and turned it over to mixers to be used for milling or export. The Western markets have in a way been interfered with by the Government, and Buffalo has attempted it. I think it should be brought to the attention of the Administration that no two markets are handling it on the same basis, and get something definite from them.

**H. L. Goemann:** The custom in all markets is for the Government to take the off-grade wheat and fix a price on it. They had an arbitrary price until this week, and that was unsatisfactory because of the great variation in grades below No. 3. Now the off-grades of wheat are submitted to the zone manager, and he establishes the price on those grades. The Government absolutely controls all of the grades of wheat, whether used for poultry food or not. In Chicago the zone manager apportions out the off-grade to the poultry food manufacturers, the same as the good wheat to the millers, and the intent is that at all points all off-grade wheat shall be submitted to the zone manager for appraisal. Every grade of wheat is absolutely controlled by the Government, because each man shipping a car of wheat must send that sample to the zone manager for appraisal.

**H. E. Richter:** When Mr. Fitzgerald and I were in Philadelphia we put up the proposition to Mr. Irwin that there might be a good deal of bin-burned wheat in our section because of its being put away damp and the elevators full and no cars, and that that might be a glut on the market. He stated they didn't want anything sold for chicken feed without the approval of the zone manager. When the country elevator men sign up these new agreements, the Government will have control of every bushel of wheat dumped into any country elevator, and the zone manager or some official of the administration will direct the movement of it, and it will eliminate entirely both the receiver and the shipper of wheat in a terminal market. In 10 or 15 days from now I question whether you can buy a carload of poultry food without making application to your zone manager.

**Mr. Merigold:** That answers what I brought out, but the fact remains that now New England is taking from New York white milling wheat for poultry food. I am opposed to it. I won't trade in it because I do not think it is right, but it is being done every day. I do not believe the thing is universally understood.

**Mr. Goemann:** These rules are to be changed from day to day, and the positive rules went into effect last Monday. The milling condition of the country has been very chaotic, and it takes time to work out the details because of the Sherman Anti-Trust Law. But on Monday last new rules went into effect changing it, and Mr. Barnes said to you he hoped you would see that no wheat is used for poultry food that could be used for human consumption, and that you use

the substitution of other grains for wheat for poultry use. With 32,000 mills and elevators over the country that must be controlled on very short notice, it is difficult to get every one to understand that new rule, and it may take some time to get it straightened out.

**President Eikenberry:** The chair is very desirous that no false impression emanate from this convention. Mr. Richter stated his belief that in 15 days no wheat could be bought for poultry food except on application to the zone manager. Have you any authority for that statement?

**Mr. Richter:** I have not. I simply say that in my opinion that will be the effect.

**President Eikenberry:** I think that should go in the record. As I understand, it may be 2 weeks, 2 months or 2 years.

**Mr. Richter:** Yes. We should understand these points clearly. Mr. Barnes doesn't want good wheat used for poultry food, and when we know this, it is a question whether we should wait for definite instructions, or whether we shouldn't act immediately. Mr. Barnes stated a mill could not pay a commission for buying wheat. I have a bid in my hands of a flat Toledo price. Is a commission being paid on that? If it is, the mill is violating the instructions of the Food Administrator. I am willing to work under any rule anyone else works under. But if some of these things are going on, they should be at once stopped or Mr. Barnes will get the impression we are not in accord with his ideas. [Applause.]

**President Eikenberry:** I have a telegram this morning that will be of interest. It is from an honored member of this Association, who is known practically to all of the active delegates, Mr. Percy Goodrich of Winchester, Indiana. After conveying his regrets that he could not be here because of the serious illness of Governor Goodrich, his brother, he says speaking of the Governor, "He had very good day yesterday and a good night, and is better this morning. The prayers of the people have prevailed, and he will get well." [Applause.]

**E. C. Bear:** I move the convention express to Governor Goodrich our regrets that he has been unable to be present and address us, and to his family and himself our deep sympathy and prayers for his early recovery. [Seconded by Mr. Drennan, and carried.]

**President Eikenberry:** I will appoint Messrs. Bear, McCune and Hazelrigg on that committee. We will next take up the report of the Arbitration Appeals Committee, Mr. J. J. Stream, chairman. Mr. Stream is not here, and I will ask the secretary to read his report.

#### REPORT OF ARBITRATION APPEALS COMMITTEE

**Secretary Quinn** (reading report): The report of the Arbitration Appeals Committee is necessarily short because of the fact that we had but two cases submitted to us. One was disposed of by exchange of papers, and the other by calling a meeting of the committee. In both instances the decision of the committee was unanimous.

As will be seen the work of the committee has been so limited that there has been no opportunity to gather material on which to make suggestions or base recommendations.

It might, however, be stated parenthetically that the wisdom of increasing the appeal fee from \$10 to \$25 has been proven by time. This increase was made at the last annual meeting at Baltimore. The number of appeals has decreased materially, and this was a consummation devoutly to be wished as the smaller fee resulted in the appeal of nearly every decision. The increase to \$25 has not prevented appeals in important cases nor in cases in which vital principles were at stake.

**C. A. Magnuson:** I move the report be received and filed. [Seconded by J. S. Green, and carried.]

**President Eikenberry:** We will now have the report of Arbitration Committee No. 1. In the absence of Chairman U. J. Sinclair, Mr. Bear will read the report.

#### REPORT OF ARBITRATION COMMITTEE No. 1

**Mr. Bear:** During the year 11 cases have come into the hands of the committee, eight of which have been considered and an opinion or award agreed upon without dissent. The committee is now considering the other three cases and hope to dispose of them in the near future.

The cases considered by the committee covered a large range, both as to the amounts of money and principles involved. Some have been quite important, while others, we regret to say, were of no particular importance.

#### No Need of Review.

We will not go into detail as to the cases which passed through our hands during the year because the opinion in each was published in *Who Is Who*.

In writing the decisions in each case we have made an effort to state the circumstances covering the main points of the controversy, in order that the trade in general might have the benefit of the opinion of the committee as a precedent. This affords an opportunity for general criticism, which we think should be given.

We suggest that it might be well to open a column in our official organ where all the trade might feel free

to discuss and criticize the published opinions of the Arbitration Committees.

During these unsettled times new conditions are constantly arising. Therefore it is more important than ever before that all grain dealers use the greatest care in making of initial trades and then see that proper confirmations are passed. More trouble and controversies are caused by the carelessness of dealers who do not insist upon written confirmations than any other one thing.

It is surprising to find that dealers generally are seemingly so ignorant of the Trade Rules. We suggest that printed copies of the rules be scattered broadcast among the trade. Every effort should be made, in a general campaign of education, to make the dealers better acquainted with the rules and thus help to bring about better business methods. If this could be done the work of arbitration would be considerably lessened.

Members should remember that the Arbitration Committees work without pay and therefore they should not be burdened with trivial controversies.

In conclusion we wish to repeat the two most important points which we have tried to emphasize, namely; (1) dealers should be most careful as to confirmations covering their trades, and (2) the trade generally should become thoroughly acquainted with every detail of the Trade Rules. We wish to take this opportunity to thank our most efficient secretary for his assistance in our work.

**Mr. Morris:** I move it be received and filed. [Seconded by Mr. Wells, and carried.]

**President Eikenberry:** Mr. Elmer Hutchinson will read the report of Arbitration Committee No. 2.

#### REPORT OF ARBITRATION COMMITTEE No. 2

**Mr. Hutchinson:** This committee has handled during the current convention year 22 cases, the amounts of the claims ranging from less than \$25 to something over \$5,000, and the litigants representing 19 different states, from Florida and Texas on the South to Minnesota on the North, and from Washington in the West to New Jersey in the East. For the most part the nature of the claims are such that might arise in



THREE BUFFALO GRAIN MERCHANTS FLANKED BY OHIO DEALERS

the usual course of business, a very few being the result of the unusual conditions and wide fluctuations of the markets prevailing since the beginning of the world war.

Your committee has held four meetings during the year and given a great deal of time and study to the various cases that we have had before us and from our experiences during the year we have found the need of some additions to our Trade Rules, these we have referred to the Trade Rules Committee for their consideration.

We would also wish to impress upon each and every member of this Association the need of a complete understanding of our Trade Rules, and we feel that if every member would familiarize himself with these Trade Rules, that the work of the Arbitration Committees would be materially lessened.

In conclusion, we would suggest that inasmuch as the findings and decisions of the Arbitration Committees are published fully in the different issues of *Who Is Who* and sent regularly to all members of the Association, and for the further reason that the time given for the reports of these committees is so valuable and so badly needed in the constructive and instructive work of the Association, that the custom of making these reports be abandoned.

**C. A. Magnuson:** I move the report be received and filed.

**H. B. Dorsey:** Does that carry with it the adoption to the recommendation of the committee?

**President Eikenberry:** No, sir. [Motion seconded by Mr. Dorsey, and carried.]

#### TELEPHONE AND TELEGRAPH SERVICE

**Secretary Quinn:** Mr. Cornelison of the Committee on Telephone and Telegraph Service was called away this morning. He asked me to announce that he had no report for the convention, that he had but one or two minor matters to consider during the year, and he didn't feel the committee had done enough to warrant making a report here. Because of war conditions it was impossible to do anything with a time-filing bill or anything of that nature, and at this time it is impossible to get any domestic legislation passed.

**President Eikenberry:** We will take up report of the Committee on Trade Rules, Mr. C. D. Sturtevant of Omaha, Neb., chairman. There are one or two points in his report that will come up for discussion, and this report should be given careful consideration.

#### REPORT OF TRADE RULES COMMITTEE

**Mr. Sturtevant:** One year ago in Baltimore you instructed this committee to co-operate with the Uniform Rules Committee of the Council of Grain Exchanges in the matter of Uniform Trade Rules, and in accordance with these instructions it was our intention to present for your approval at this meeting a definite program for further action in this direction, including specific rules, which in the opinion of this committee, might serve as a basis for uniformity.

This was our intention prior to the declaration of war with Germany. Since that time the attention of the trade in general and of the governing bodies of Boards of Trade and Grain Exchanges in particular has been so largely occupied with matters relating to the Food Administration—matters which are so vital to the trade—that we do not feel that we should at this time try to divert attention to the question of Uniform Trade Rules.

On Monday in this room, the largest and most representative body of grain men ever gathered together heard Mr. Julius Barnes tell us about things so vital and so important that every other question presented for the attention of this convention becomes of relatively minor importance. Those of us who have de-

pended upon the wheat business as a means of livelihood have been told we can no longer do so, and Trade Rules relating to traffic which no longer exists are purely academic and should not receive serious attention.

Mr. Barnes tells us he intends to hand the wheat business back to us after the war. It will never come back to us as it was. When we get it, as I am sure we will, we won't recognize our own child. Any rules we might formulate at this time when the plans of the Food Administration are still in the process of formation would be of doubtful value in handling what little wheat business might come to us during the war or in handling the new wheat business after the war.

This committee, after consulting with the Advisory Committee, therefore recommends that the new Trade Rules Committee be instructed to continue the work relative to Uniform Trade Rules for another year and to report at the next convention. We recommend further that the Trade Rules Committee for the ensuing year consist of 10 members instead of five and that it include in its membership as many representatives from different terminal markets as possible, also one representative from the Advisory Committee.

All letters of inquiry relative to the application and interpretation of Trade Rules are referred by the secretary to the chairman of this committee for reply, and it has been a great pleasure to me during the past year to answer these letters to the best of my ability. I desire, however, to call the attention of members to the fact that these opinions are not in any way authoritative or binding upon the Association, and the Arbitration Committees might well take an opposite

view of any question presented and as their opinion would be expressed in the form of a verdict requiring payment in current funds, too much reliance should not be placed on ex-parte opinions expressed by the chairman of this committee.

During the year a number of suggestions have been made to the committee relative to changes and additions to the Trade Rules. It has been suggested there is a necessity for a rule relative to brokerage confirmations. The Arbitration Committees have had some trouble by reason of improper confirmations or lack of confirmations by brokers. Two suggestions have been made. One is:

"When transactions are made by a broker between buyer and seller, it should be the duty of both buyer and seller to send the other a written confirmation of such transaction. Any agreement by the broker to substitute other conditions or alter in any manner the contract as originally executed would not be binding on either buyer or seller."

The other suggestion made by Arbitration Committee No. 2 substitutes for the first part of this rule the requirement that the confirmation shall be issued by the broker, and sent to both buyer and seller.

The committee recommends the rule requiring the buyer and seller to exchange confirmations be passed.

**G. A. Wells:** The simple sending of the confirmations would not complete the contract. They would have to be signed by both parties.

**Mr. Sturtevant:** The issuance of confirmations by the broker and the mailing of them to both buyer and seller, if it is in accordance with the instructions of the buyer and seller, would bind both parties, and nothing further is necessary to make the contract.

**Mr. Wells:** The Iowa law requires written evidence to make a contract.

**Mr. Sturtevant:** It must be signed by the party to be bound or his duly authorized agent, the broker in this case being the duly authorized agent for both parties; that is, he is the agent in sending the confirmations, but not the agent to the extent he can bind either party outside of the instructions received.

**Mr. Wells:** Under Iowa law he would not be bound until he signed the confirmation. I do not believe you have met the situation so far as Iowa is concerned.

**R. C. Baldwin:** With the adoption of that rule it is made obligatory upon both the buyer and the seller to execute confirmations. Assuming default by both parties in following out the recommendation of that rule, would there be a violation of contract, or would the broker's confirmation stand as covering the terms of the trade?

**Mr. Sturtevant:** I think the broker's confirmation is final, and binds both parties, and the exchange of confirmations by the parties is simply to check up and confirm the broker's confirmation.

**Mr. Wells:** Your position is that the broker is the agent of both parties?

**Mr. Sturtevant:** To the extent that he can bind them in accordance with their instructions; not outside of their instructions.

**Elmer Hutchinson:** It is our understanding that the broker is a limited agent, and the buyer often does not know what instructions the broker receives from the seller, and he acts upon that trade as made by the broker, and the buyer often repudiates the broker's authority. That is where our trouble in arbitration comes up. The broker sometimes exceeds his authority and injects new conditions in the trade which the seller will not stand by. Our recommendation was that the broker on making the trade, mail to each one of the parties confirmations exactly alike. Then the parties check up those confirmations at once, and if there is anything in it not in conformity to their understanding of it, to immediately wire the other party, not through the broker. When all the correspondence in a trade or disagreement passes through the broker, it takes a long while.

**Mr. Sturtevant:** Our idea is the same as yours. I think the one confirmation issued by the broker should be the only confirmation had, and should represent the contract, but the other members of the committee felt it would be better for the two parties to exchange confirmations.

**J. S. Green:** Questions arise in the South that I fear this rule would not cover. A shipper quotes a market in the South, and he will sell five or six different consignees on that quotation. He sends it in by wire. The parties are well known and they want it shipped immediately. If they had to exchange confirmations, too much time would be lost. When the broker sends his confirmation, if they are both alike, and there are any differences, they should be settled by wire immediately, and I think that is better than to have each buyer and seller send a confirmation before a trade is complete.

**R. C. Baldwin:** There is another feature. If the binding contract is going to be the exchange of confirmations between the buyer and seller, when does that contract become effective?

**Mr. Sturtevant:** The contract is made by the broker, and that would establish the time.

**Mr. Baldwin:** I wish to offer an amendment, that where there is default, either by buyer or seller, in making a confirmation, and no statement of objections by either buyer or seller, then the confirmation by the broker shall establish the contract obligations. There should be some provision to provide for default on the part of either principal, the buyer or the seller, so

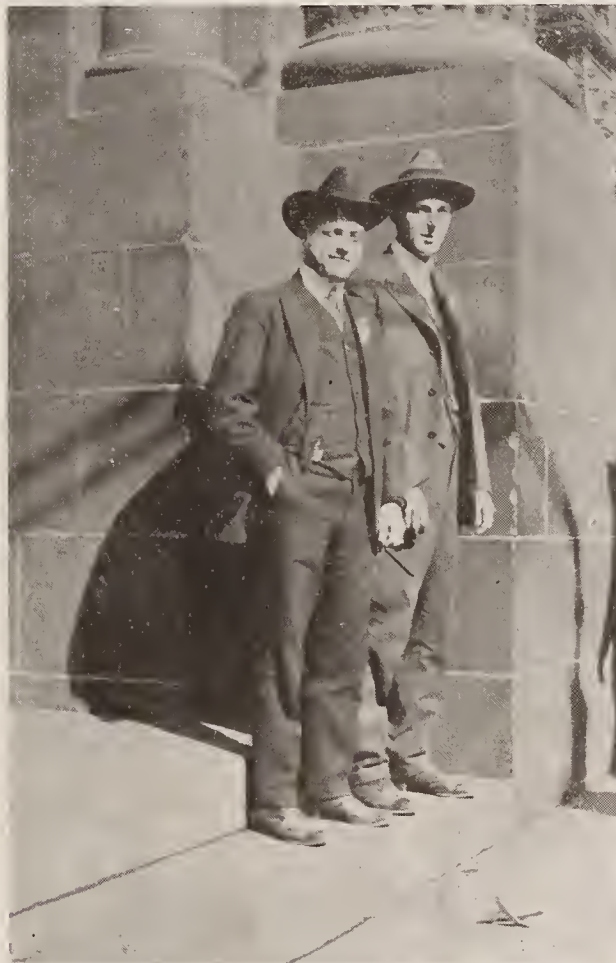
that there may be some actual contract that is recognized as authority covering the conditions of the purchase and sale.

**Mr. Sturtevant:** The actual contract consists of the instructions by the principals to the broker, and the confirmation by the broker expressing those instructions. Any attempt to make a rule which would change that would be a pretty big contract. You might make a rule that would bind one party to a contract in excess of his instructions. Your recourse in case of carelessness or error on the part of the broker is against the broker.

**Mr. Baldwin:** What would happen if the broker made this confirmation and the principal didn't make any objection to the terms of the confirmation as made by the broker? If there is no violation of instructions, isn't the obligation on the principal to correct any false confirmation or evidence of contract that has been made?

**H. B. Dorsey:** I think we are on dangerous ground. We shouldn't make a Trade Rule that will affect the common law rights. I was present at the first meeting of the Texas Grain Dealers' Association in 1898, where the first rules of arbitration were established, and I believe the rules of this Association were copied from our rules there. I believe the Trade Rules of the Association are now just as good as we can get them, and in view of the fact that conditions in our business are so changed, and are likely to be continuously changed, let us leave them as they are.

**Mr. Sturtevant:** I move the rule recommended by



JOHN W. LUSCOMBE AND PHILIP HORN

the committee be accepted. [Seconded by J. S. Green.]

**C. M. Bullitt:** I offer as a substitute the rule offered by Mr. Hutchinson [Arbitration Committee No. 2]. Ninety per cent of our business is done through brokers, and we pay that broker to attend to our business, and it is for him to send us and the other party to the transaction duplicate contracts. What is the use of going any farther, and having me send out another confirmation on it? If the confirmation comes in and is not in accordance with instructions, it is for me to say to the broker and the other party that the contract is not correct, and to correct it. But I think this plan would mean a waste of time. It is true also that our Trade Rules must come within the common law. In Indiana you must have your contract in black and white and witnessed, and in some other states that is true. We must in large measure trust to business honor and integrity. I move this be substituted for the other. [Seconded by Mr. Goemann.]

**T. L. Moore:** If we are to accomplish the best results, we must simplify our agreements as much as we can. If you have a broker, you must depend on him, and it is your business to see that he is dependable, and such being the case, the contract that he issues, in my judgment, meets every requirement, if it is subject to your revision when that contract reaches you, as this amendment provides for. I think that meets every requirement unless it conflicts with the common law, and that must of course be guarded against.

**E. H. Evans:** I think it is dangerous to leave to a third party the making of a contract between two individuals whose signatures are essential to that con-

tract. It is a dangerous weapon in the hands of a man who may be reliable—you hope he is, and you try to get such a man, but if he isn't, and by some slip the confirmation doesn't reach you as a seller, either by fault of the postoffice or the office boy of the broker, and the sale goes through, you have no recourse under this proposed amendment. In the flour line, after giving instructions to a broker and he has wired a confirmation, we ourselves confirm that contract with the buyer, so that we have a contract in our files with all the terms that enter into it. To have a contract between us and another party going through the devious hands of a third party I believe is dangerous, and I am opposed to the amendment.

**J. L. King:** Under common usage, isn't the broker's confirmation the governing factor?

**Mr. Sturtevant:** In my business, it is.

**Mr. King:** Why put something in the rules which will entangle matters more, and put obligations on the buyer and seller, which, if he fails in them, will cause further difficulty for the Arbitration Committee in these cases? There are certain rules in the trade which are not written, but they are well understood by every man in the trade.

**Mr. Sturtevant:** Rule IV sets forth in detail the duties of the buyer and seller as to confirmation. And this injects the question of the broker. All our rules are merely expressions of the rules of contract, and if we have any rules, we should cover the entire field. If we are not to have a rule covering broker's confirmation, we shouldn't have any rule governing any confirmation.

**Mr. King:** With this rule, if they slip up on the confirmation, it makes the whole thing void, and the amendment delegates to the broker evidently something that will give him the power to bind the principal. If the person receiving the broker's confirmation, or if he does not receive it in due course of time, and doesn't check up, that confirmation becomes effective without knowledge of either party. I would like to see the whole proposition laid on the table.

**Mr. Dorsey:** I will move that we lay this entire proposition on the table. [Motion seconded by Mr. King, and lost.]

**U. F. Clemons:** I might telegraph my broker to sell 10,000 bushels of wheat for me, and he immediately does it, but in doing that he is obliged to incorporate in the contract some conditions perhaps objectionable to me when I receive his contract. If from the fact I have simply wired him to sell the grain he has a right to enter into a contract that would bind me without my consent, I believe it would be a very poor proposition to incorporate into the rules of this Association such a thing. This matter could be disposed of simply in this way: The broker should be empowered to issue a contract, sending a copy of it to the purchaser and seller. In that contract should be a clause stating that the contract is subject to the seller's approval. His approval of it should be assumed unless on receipt of it he immediately wires the purchaser that it is objectionable.

**C. M. Bullitt:** That is what this resolution suggests.

**H. L. Goeman:** Under the rules of most grain exchanges the broker cannot relieve his liability to the buyer or the seller until the principals accept that contract. The contract must be confirmed and accepted. The difficulty comes by one of the parties not doing his duty. Now you desire to create a rule that will be binding in case of neglect of one or the other to the contract. But the broker is not relieved of liability to either party that wants to hold him until that principal does accept that contract.

**W. E. Harris:** We issue a contract in duplicate which is signed by the buyer, and we send that with a copy to the seller, which he must sign and return to us, and which we turn over to the buyer. That is signed by the broker, and is witnessed by both buyer and seller. But our trouble is in getting the duplicate back from the seller. He lays it aside, and we have to write him three or four times to get it back. Another thing, when the seller sends out a contract from Omaha, for instance, they have a contract which they call Omaha terms. We sell Omaha weights and grades, which does not cover Omaha terms, and our members refuse to sign the seller's contract, but they sign the broker's contract with all the conditions of the seller on it. The seller isn't bound beyond his telegram of instructions to the broker, and the broker must follow those instructions or be responsible.

**V. L. Cofer:** I have been in the brokerage business for about 12 years. One of my friends in Louisville and Chicago wires me to sell so many cars of grain. I sell it according to that wire, and I dare not put into that contract anything outside of my instructions. I send him an original, and mail the duplicate to my buyer. If that contract had to go to Louisville or Chicago first before it gets the approval of the seller, I fear we would have trouble over immediate shipment. If I put in immediate shipment, I always put in my wire the name of the buyer, and if I wire today, the time of shipment commences tomorrow. I do not believe the rule of having the buyer and seller send each other confirmations is a good one.

**Elmer Hutchinson:** Sometimes the broker injects a few seemingly inconsequential conditions that are not met by the seller. The buyer insists the broker is the representative of the seller, and that the latter must stand by what he does. That is not true. With this

rule, if he injects something he should not, the seller can enter into negotiations to iron out those differences or reject the trade; but if the broker has followed instructions, the broker is a witness, and the conditions of the trade as given by the seller are applicable in the arbitration and must be considered, and the seller cannot get out of the trade if the broker has followed instructions. Now, if a man receives this confirmation and is silent about it, he has accepted it. When buyer and seller get together without a broker, we have a rule prescribing what they shall do, and I cannot see why this rule cannot be applied the same as the other, and it will save a lot of arbitration work and clear up many misunderstandings in brokers' sales.

**J. L. King:** This is a serious proposition to both buyer and seller, because if the buyer wants to get out of his contract, or the seller wants to evade his contract, it opens the way for him to do it. If we in Philadelphia make a contract with a broker for a man in Minneapolis, it is practically 3 days before he receives that written confirmation. In the meantime there may be considerable change in the market. It opens the way for the Minneapolis man or the Philadelphia man to object to that contract, the contract is in question and very likely falls by reason of his objection. In the meantime there has been severe change in the market, a third party has entered into it, another contract has been made based on the original contract. In many cases the broker is not responsible financially to either buyer or seller, and they cannot be held responsible even though they might be worth it, and I think it bad for this Association to define clearly, as they are doing in this rule, and putting obligations on the buyer and seller of such a character that it would open the way for either the seller or buyer to evade a contract in two or three days' time when there may be very severe change in the market price.

**J. D. Baker:** In the old days, as Director of the Association, when appeals were handled by the Board of Directors, there was a good deal of trouble at times because of the actions of the broker. I can appreciate the troubles of the Arbitration Committees. We know the decision of the Arbitration Committees does not bind a man. He can go to law if he desires. If he refuses to abide by the decision of the Arbitration Committees, we do not want him as a member of this Association. There is a good deal of confusion because of lack of understanding between buyer and seller because of acts of broker, and I believe one of these suggestions should be adopted. We can imagine tremendous results happening from any question we bring up here. We could imagine that all contracts would be vitiated, and if we discussed long enough, we would begin to believe the things we wanted were the very worst things. I do not think we need fear dire results from a rule of this character.

**C. B. Riley:** The Advisory Committee has been working for a year under the direction of this organization with the Council of Grain Exchanges looking to a complete revision of all the trade rules and market rules. They are not making recommendations at this convention, believing this is not an auspicious time to enter into a general revision of the rules. Many things are changing rapidly. The status of the broker may be different in a year. Why not put this whole question over until next year in view of conditions in the grain trade at this time? Then, also, the legal status of this proceeding should be inquired into by an attorney, to determine whether or not we are changing our responsibilities in any way.

**H. L. Goemann:** Under these conditions, wouldn't it be well if these gentlemen withdrew their motions, and we instruct the Trade Rule Committee and the Advisory Committee to send to all the members the amendments they desire, and have them submitted to an attorney for his opinion on them?

**Mr. Sturtevant:** My understanding of the agreement with the Advisory Committee was that it related only to the actions of this Association as directed to the grain exchanges and trade associations. They thought it inadvisable at this time to ask the other organizations to change their rules to obtain uniformity in that respect. Further, I would say that I have had the advice of Mr. F. P. Smith, who has represented this Association a number of times in legal matters, as to the legality of the rule, and the statements I have made as to the legal status and condition of it are the reflections of his opinion.

**Mr. Goemann:** On two or one?

**Mr. Sturtevant:** On both. [Mr. Bullitt's motion to substitute Mr. Hutchinson's suggestion carried.] [Adoption of recommendation of committee as amended passed.]

**Mr. Sturtevant:** At request of Mr. J. S. Green, I move the adoption of the following amendment to Rule IV: "All sales by telephone shall be confirmed on date of sale by both buyer and seller." [Seconded by Mr. Green and carried.]

**Mr. Sturtevant:** We have a request from Mr. Dumont of Detroit for an amendment to Rule XIV to read as follows:

"Surplus grain shall be taken into account by the buyer at the current market price on the day after the last car is unloaded, when ordered to an elevator for unloading. If ordered to team track for local consumption settlement shall be based on the current market price on the day after inspection."

The committee does not recommend the change.

**C. P. Blackburn:** I move we accept the committee's

recommendation, and not change the rule. [Seconded by Mr. Green, and carried.]

**H. B. Dorsey:** That would give a man an opportunity to hold a car on a track indefinitely. That is unfair and unjust to the shipper.

**Mr. Sturtevant:** Here is a proposed new rule: "It shall be the duty of the shipper of grain sold on shipper's weights or grades or both, to attach to his draft proper affidavits of weight in accordance with the terms of his contract." I will move its acceptance. [Seconded by Mr. Green.]

**Vice-President Moore:** This proposes that the seller shall be obligated to do certain things. No penalty, however, is proposed in the event he fails to do them. How will the rule be effective without a penalty?

**Mr. Sturtevant:** None of our rules have penalties, and I think that is one of the weaknesses of them. We can only enforce them by arbitration and expulsion.

**Mr. Dorsey:** Why not add, in the event he does not furnish those, that destination weights shall govern?

**Vice-President Moore:** I move the proposed rule be tabled. [Seconded by Mr. Dorsey, and carried.]

**Mr. Sturtevant:** Mr. Peck of Omaha suggests amendment of Rule VI as follows: "Excluding the date of sale, time of shipment shall be figured from the date



THOS. J. E. KEMP

full shipping directions are received by the shipper." The committee makes no recommendation regarding this change.

**C. P. Blackburn:** I move it be tabled. [Seconded by Mr. Dorsey, and carried.]

**Mr. Sturtevant:** The committee feels that Rule X should be amended to read as follows: "It shall be the duty of the seller of grain by sample or grade to interior points for local consumption, to furnish grain fully up to sample or grade." The committee feels that the notation of grades should be included in that rule.

**Mr. Dorsey:** That recommendation would seriously interfere with our rules in Texas, for we have a rule there that the buyer must accept one grade lower than that sold. That is a great protection to a shipper on a declining market.

**Mr. Sturtevant:** I think Rule VII covers shipments to terminal markets, where grain of off grade can be sold out and replaced with grain of contract grades. In behalf of the committee I move the adoption of the amendment.

**J. S. Green:** I will second it.

**Vice-President Moore:** Where did the demand for this change come from, and what is the purpose of it?

**Mr. Sturtevant:** From the Federal Milling Company of Lockport, among others. They say: "During the past year we have had different instances where we bought wheat, to be sound milling wheat, at around \$2 per bushel. The buyers in some few cases have shipped us decidedly unsound wheat, which it was entirely impossible for us to use in the making of flour. In these cases we, of course, have had to refuse to accept delivery, and some shippers have declined to replace such shipments, when the market may have in the meantime advanced to \$3 per bushel or more, this showing us a clear loss of \$1,000 a car or more."

**E. D. Bigelow:** In the Kansas City market a large amount of grain is sold on sample, and it is the custom to deposit a sample with our chief sampler, and that grain is loaded out subject to his approval. That is a protection to the buyer as well as to the seller.

**Vice-President Moore:** The Lockport letter does not tell us on what terms it was bought, and doesn't give

us enough information to enable us to frame a rule which would protect them from the abuse they are complaining of. I move the motion to adopt this amendment be tabled, [Seconded by Mr. Bullitt, and carried.]

**Mr. Sturtevant:** The committee has considered one or two letters. We do not care to make any recommendation, but would like to hear from the convention. The new Federal Inspection Rules provide for dockage on wheat. Does the buyer of that wheat pay the seller for the dockage, and he has to pay the freight on the dockage?

**J. S. Green:** That is one of the matters the Arbitration Committees have had much trouble with recently. I have made some inquiries among millers, and it is the general opinion of those I have talked to that it would be no more than fair for the miller to pay the freight on that dockage if he keeps the dockage. In any small elevator holding 4,000 or 5,000 bushels of grain, foreign material might gather in one place in a bin without one's knowledge, and would go into one car to one consignee. There is nothing in that foreign material that is hurtful. It is very valuable. It is an accident, its getting in there. I believe it would be fair to have a rule making it obligatory on the buyer to pay the freight on that dockage.

**C. B. Riley:** Since Dr. Duvel will discuss the whole subject of grades, including dockage, I would move further discussion of this be postponed until we have his address. [Seconded by Mr. Drennan, and carried.]

**Mr. Sturtevant:** Mr. Strong of Wichita raises a question as to the effect of date on exchanged bills of lading of grain bought for shipment within a certain time. The grain is shipped within the specified time, but the exchanged bill of lading is taken out after the contract time has expired, without interfering with the loading of the car. Mr. Strong asks that we pass a rule that such change in the bill of lading should not vitiate the contract. The committee is not prepared to make that recommendation.

**J. S. Green:** I move the matter be laid on the table. [Seconded by Mr. Dorsey, and carried.]

**Mr. Sturtevant:** Some question has been raised within the past year with reference to the rights of parties to contracts relative to permits on export grain. The question is a big one, and the committee has no recommendation to make.

**H. B. Dorsey:** I move the recommendation of the committee in its report as to the 10 members be not concurred in. [Seconded by Mr. Green, and carried.]

**C. M. Bullitt:** I move the report be adopted as presented and corrected. [Seconded by Mr. Blackburn, and carried.]

**C. P. Blackburn:** We have spent a good deal of time on this brokerage question, but I feel I owe it to the brokers to make a short statement. In connection with our export business in grain we employ brokers in many cities, and it is almost unheard of for anything to develop that shakes our confidence in them.

**B. C. Baldwin:** In regard to brokerage contracts there are just as many different forms of contract in the same cities as there are firms nearly. There is a wide divergence in the wording of the contracts between buyers and sellers. You have now placed a dignity on the broker's contract. I believe inasmuch as the Government has prescribed a uniform flour contract, that we should have a uniform purchase and sales contract that will govern all contracts the brokers would use and the principals would use, and I move that the Trade Rules Committee prepare a uniform purchase and sales contract for the purpose of governing transactions between members, to be brought to us at their pleasure.

**Vice-President Moore:** Hasn't the Association adopted a uniform confirmation of purchase and sale?

**Secretary Quinn:** Yes, I have one here.

**Vice-President Moore:** There is no use to have the Trade Rules Committee do that if there is no way to make it obligatory upon us to use those forms. I believe this is unnecessary, and I move the motion be tabled. [Mr. Baldwin's motion lost for want of a second.]

**President Eikenberry:** It is seldom we have with us a friend so valued as Dr. J. W. T. Duvel of the Department of Agriculture at Washington. He has served his Department with fidelity, and he has shown extreme courtesy to all of those with whom he has come in contact. I take extreme pleasure in introducing to the delegates their old friend, Dr. Duvel. [Applause.]

**Dr. Duvel:** I thank you for your appreciation of the work we have done together in connection with these grades. I want merely to open this subject this morning for discussion, because I feel in that way we will be better able to answer the questions in your minds.

## GOVERNMENT STANDARDS FOR WHEAT

The Federal standards for wheat have been in effect for only a few weeks. But even with this limited experience in the application of the standards you have apparently encountered some difficulties. It is evident, however, that some of the complaints against the standards may be attributed to the fixed discounts now applicable, and would not have arisen under normal conditions of a competitive market. I make this statement, not as a criticism of the discounts as established between grades, because I believe them eminently fair. There will be shipments under the present standards where the discounts may seem excessive and these

will likewise be shipments where the discounts of 3 cents for No. 2 and 6 cents for No. 3 will not be sufficient to cover the difference in the intrinsic value of the grain as compared with the basic of No. 1. This would likewise apply under any standards applicable to commercial practices, wartime or no wartime.

#### Range in Prices Under Old System.

To throw further light on this point, let us consider for a moment the range in prices that existed under the old system of grading. During the first half of September, 1916, the average daily spread at Minneapolis between No. 1 hard spring and No. 1 Northern spring was  $2\frac{1}{4}$  cents per bushel or 1.3 per cent, whereas a discount of 3 cents per bushel on a \$2.20 basis is equivalent to 1.4 per cent. During the same period, the average daily spread between No. 1 hard spring and No. 2 Northern spring was 6 cents per bushel or 3.6 per cent, whereas a spread of 6 cents between No. 1 and No. 3 on a \$2.20 basis is equivalent to only 2.7 per cent.

My purpose in discussing this point is to call attention to the fact that the present discounts, when expressed in cents per bushel, are a little higher than those to which many of you have been accustomed and for that reason there has been a tendency in some quarters to feel that the grades are at fault. But when the discounts are considered on a percentage basis, they are found to be very conservative, and it is already evident that with the sacrifices made by the grain interests of the country in pledging to "turn the dark clouds inside out, till the boys come home," will do much to master many of these perplexing problems.

The main purpose of my being here this morning, however, is not to talk to you on prices, which have only an indirect bearing on the application of the wheat standards, but to discuss with you some of the factors upon which the grades are based. From what I have been able to learn during the past two days at this convention, I am convinced that the difficulties are not nearly so great as many of you believe.

The main factors taken into consideration in these standards are: (a) test weight per bushel, (b) moisture content, (c) mixtures of wheats of other classes, (d) damaged kernels, such as sprouted, frosted, heat damaged, etc., (e) inseparable foreign material, (f) dockage, and (g) smut.

#### Test Weight.

A discussion of the test weight scarcely seems necessary as this is a factor long since recognized in the grading of wheat. Even this simple test, however, is subject to variations of as much as two pounds, depending on how it is made. The test weight, as specified in the standards, is based on filling the kettle through a funnel held at a uniform height of two inches above the top of the kettle, and not by dipping into the grain as is so frequently the case. Likewise the test weight should be made on a sample of the wheat after the dockage has been removed, if the grain is to receive its true grade. This is especially true of samples containing light chaffy material. For example, a sample of spring wheat recently secured at a farmer's elevator in South Dakota showed a test weight of 56 pounds in the dirt, but after removing the dockage (3 per cent) showed a test weight of  $57\frac{3}{4}$  pounds, well within the minimum for No. 2 Northern spring.

#### Moisture Contents.

During the hearings on the wheat standards, the limits as to water content were discussed from almost every possible angle. The data on which the limits were fixed, based on results secured over a period of six years, showed that 75.3 per cent of the samples of soft red winter did not contain in excess of 13 per cent water, the limit for the first two grades. During the months of July and August, 1917, under the new standards, inspections of soft red winter wheat at Chicago, St. Louis and Kansas City showed 82.2 per cent with a water content not in excess of 13 per cent, and 94.6 not in excess of 14 per cent. St. Louis showed 76.3 per cent dry enough for No. 2, and only 7 per cent showing a moisture content in excess of 14 per cent. The hard red winter wheats show even a higher percentage with not to exceed 13 per cent of water, the average for the three markets being 91 per cent.

#### Mixtures of Other Wheats.

In respect to mixtures of other wheats the grades in some instances may seem tight, and undoubtedly are. It is not believed, however, that it will be a handicap to either the producer or dealer after once thoroughly understood. A provision of this kind is likewise essential if we are ever to develop pure strains of wheat, and if the practice of mixing one class of wheat with another whenever it is profitable is to be controlled. An aggravated example of this condition exists today in the mixtures of hard red spring wheat with durum, and of durum with hard red spring. In the standards, as established for hard red spring, the grade of No. 1 may contain not to exceed 1 per cent of durum wheat, 2 per cent in No. 2, 3 per cent in No. 3, 5 per cent in each of No. 4 and No. 5, and a possibility of 10 per cent in sample grade. Mixtures in excess of 10 per cent result in a grade of mixed wheat.

Let us look at conditions as we find them on the farms. Seed wheat secured from 189 farms, 87 in North Dakota, 100 in South Dakota, and 2 in Colorado, in the spring of 1917, showed 53.4 per cent of the hard red spring wheat being used for seed contained no durum and that 91.5 per cent did not contain in excess of 1 per cent durum. Counts in 258 fields in 1916 showed 96.5 per cent of fields practically free from

durum, with an average of all fields of only  $\frac{3}{10}$  of 1 per cent. It would therefore appear that the limits as established are sufficiently liberal.

When we examine the situation with reference to durum wheat, the conditions are found just the reverse. It is difficult to find a field of durum wheat not containing a mixture of common spring wheats. During the seeding of the 1917 crop, 315 samples of so-called durum seed were secured in North Dakota, South Dakota, Nebraska, Colorado and Kansas. Six per cent of the total contained no other wheats, while 33 per cent contained mixtures of 10 per cent or more. I mention this in particular because our data prior to the fixing of the standards showed a high percentage (approximately 10 per cent) of hard red spring wheat in durum as found growing in fields and as delivered at country elevators. The argument was strongly advanced that this was "volunteer" durum wheat. Yielding to that argument in connection with the high price of seed, the limits fixed in the standards admit of 10 per cent of hard red spring wheat in all grades of the subclasses amber durum and durum, except that grades No. 1 shall not exceed 2 per cent. The data during the past season, however, strongly indicates that the presence of hard red spring wheat in durum wheat is due almost solely to the use of mixed seed. If the limits are left at 10 per cent, there would be no necessity for improvement, and it is clearly evident that if improvement is to come in the purity of our durum



DR. J. W. T. DUVEL

wheat, it must be through a tightening of the standards in respect to the mixtures of spring wheat whenever normal conditions obtain.

#### Rye in Wheat.

It will be impossible to undertake a discussion of all of the inseparable impurities. Rye, however, is such an important one and in many respects so similar to the durum-spring wheat mixtures, and so widely distributed, as to deserve special mention. The standards, all classes and subclasses, after removal of dockage, admit of a possible maximum of  $\frac{1}{2}$  per cent in No. 1, 1 per cent in No. 2, 2 per cent in No. 3, 4 per cent in No. 4, and 6 per cent in No. 5.

Some complaints have been received because the No. 2 grades are not permitted to carry as much as 6 per cent of rye. There are a few very important reasons. Experimental milling and baking tests have demonstrated that an admixture of 2 per cent of rye shows in the bread. As a general rule, rye is cheaper than wheat, making mixing profitable, and if it is profitable someone, somewhere, is practically certain to try it. Rye is in wheat mainly at the seeding time. In a few instances such as existed in Kansas and Nebraska during the past winter, much of the wheat having been killed and the rye surviving the winter, the percentage of rye present will be considerably increased. Under normal conditions, however, the percentage of rye in wheat is extremely small and there is no sound reason why a large number of farmers should sell high grade grain on a debased standard permitting 6 per cent of rye in a No. 2 grade, to protect the man, be he grower or shipper, who exercises no care in the selection of his seed or in the handling, storing and cleaning of his wheat. In soft red winter wheat 96.9 per cent would normally not exceed 1 per cent of rye; hard red winter 92.3 per cent; hard red spring 98.2 per cent.

#### Dockage.

The idea seems to prevail in some sections that dockage is to be determined by the use of every screen or combination of screens mentioned in connection with the grades. This, however, is not the case. Many samples contain considerable quantities of small weed seeds, sand and other similar material. A sample of

this kind should be screened with the sieve having the small, round perforations. The small broken pieces of kernels passing through the sieve is classed as dockage. The sieve with triangular perforations, commonly called a buckwheat sieve, is primarily to take out wild buckwheat or other triangular seeds. This sieve will pass more broken wheat than the sieve with the small, round holes, and the screenings should be put over the sieve the second time to recover as much of the cracked wheat as possible. The chess sieve is apparently the source of most difficulty; that is, where the sieves are being used at all. Only a comparatively small percentage of wheat contains any chess, except possibly a few scattered grains. Unless the chess seed is exceptionally large, the fine chess sieve with slotted opening, .064-inch by  $\frac{3}{8}$ -inch, should be used. If cracked wheat in considerable quantities passes through the sieve, re-screen the screenings and return that part remaining on the sieve to the sample. It may be necessary to repeat this operation. The sample will contain some chess at the end of the test and the dockage will likewise contain some cracked wheat. Generally these two will offset each other.

#### Dockage Too Severe in Some Cases.

It is apparent that the determination of dockage has, in some instances, been too severe. It was expected when the standards were established that some difficulties would arise, and that it would take some time to get everyone to place the same interpretation upon them. A brief analyses of the dockage assessments at some of the points, I believe, will give you a better understanding as to what is being done and just how serious a problem this is. In Kansas City 6,553 cars of hard red winter wheat for July and August with 40 per cent showing no dockage, 78 per cent not over  $\frac{1}{2}$  of 1 per cent, and 92.6 per cent not over 1 per cent, with only 2 per cent of the cars showing a dockage in excess of 2 per cent. In Chicago, the results are essentially the same, 92.4 within 1 per cent dockage assessment. Toledo likewise essentially the same for soft red winter during the month of August, where more than half of the cars showed no dockage. I have in no manner attempted to cover this matter fully, but have purposely only touched on some of the essential points to open the way for questions and discussions. I believe in that way the most good can be accomplished.

It is too early, of course, to say what the results will be, but if inspections to date are any criterion, they will certainly be satisfactory, for more grain is going into the higher grades in most markets than in former years.

**President Eikenberry:** It is now 12:25, and I believe it would be better to postpone this discussion of Dr. Duvel's paper until the afternoon session. If there is no objection, we will take a recess until 2 o'clock.

## Wednesday Afternoon Session

Meeting called to order by the president at 2 o'clock.

**President Eikenberry:** We will take up first the report of Committee on Uniform Grades, Mr. F. E. Watkins of Cleveland, chairman.

**Mr. Watkins:** There is no necessity of talking to the convention about the struggle made for uniform grades, because it is familiar to you that we now have uniform phraseology in the case of wheat and corn, and will, no doubt, soon have it as to oats, but we haven't quite uniform methods of grading as yet. This, however, is coming gradually under efficient supervision.

### REPORT OF UNIFORM GRADES COMMITTEE

Your committee has held no formal meetings during the past year. The most important matter for its consideration was the form of the Government wheat grades, President Eikenberry feeling that this committee should ascertain and present to the representatives of the Department of Agriculture the opinions and wishes of the members of the National Association regarding the proposed grades.

Each member of the committee was solicited to express his views and the views of other members in his vicinity. The trade at large was solicited through the columns of *Who Is Who* to give expression to their opinions in writing to the committee. Most of those expressing any decided views were of the milling fraternity, and their suggestions were in line with those presented by the Millers National Federation, which was well represented at all hearings held by the Government representatives. Armed with such replies as were received, the chairman of the committee attended the hearing at Chicago on February 23 and 24, at which hearing President Eikenberry and Secretary Quinn also appeared to present the needs of the grain dealers as occasion offered.

Some of the members, and especially those from Toledo, expressed the opinion and offered evidence to show that the proposed moisture test on No. 2 red winter wheat should be raised from 13 per cent to at least 14 per cent and in the opinion of some to  $14\frac{1}{2}$  if any considerable proportion of the Ohio and Indiana crops should be expected to grade contract in average years. The data collected by the Department of Agriculture did not seem to bear out this contention and, as

you are aware, the original moisture tests appeared in the final grades.

In the case of smutty wheat, two methods of determining the grade were supported by practically an equal number attending the hearing, and in the final grades the use of either method was permitted.

Since the grades have been in operation the question of dockage has given the trade some trouble. This question is largely a matter of weight rather than grade, in its final analysis, and in most markets seems to find its answer in returns and commissions being based on net weights, the dockage going free to the purchaser, who removes it as a part of the compensation for the cleaning operation.

We are advised that some change has been made by the Department in the size of the dockage screen, growing out of the fact that wheat cleaned and free from dockage would break up to such an extent in loading, in the long drop through spouts from scales to car as to show a sufficient percentage of dockage on the "out" inspection to cause a loss to the elevator based on the average profit in handling.

Probably other minor changes in the wheat grades will appear necessary from time to time. Moreover, it is obvious that the grain trade will manifest much interest in the new oats grades when they are issued by the Government for preliminary hearings, and with that fact in view, it would be the recommendation of this committee that a similar committee be continued by the Association to collect data and tabulate the recommendations and opinions of the members of this Asso-

ciation as related to these grades, effective and proposed.

it is a difficult proposition when you come to putting it up to the country elevator that perhaps is not equipped with moisture testers and sieves. This year it was very difficult to get sieves, and it will take the country quite a while before it will be in position to handle this dockage question in an intelligent manner.

My recommendation would be that the terminal markets in this country establish a uniform basis and method for handling the dockage. I cannot say what that should be, but it should be a uniform basis. Competition will probably determine what it should be. Since the new construction of the grading there is less dockage than was taken in the beginning. As I understand now, much of the cracked wheat which is provided for as dockage is eliminated from the dockage and goes back into the original grain, and hence the dockage is not so serious as it seemed at the beginning. I have known of many crops that went as high as 10, 11 and some as high as 17 per cent dockage. Under the more liberal present method of ascertaining the dockage that would be greatly reduced, because the heavy material consisted principally of cracked wheat. Cracked wheat, of course, is not as good as other wheat for milling purposes, but it has too much value to be eliminated and thrown on the dump or absorbed on a market without compensation for it.

We in Indiana feel also that the moisture content has been fixed too low for the standard grades No. 2, and Dr. Duvel's Department has been so advised.

Ohio and Indiana wheat necessarily carries more moisture than wheat from some of the other states, and while I can see the difficulty anticipated in trying to meet a situation of that kind, yet at the same time Ohio, Indiana and Illinois produce a very large amount of winter wheat, and if the moisture content on that wheat can be raised to permit it to go through, I believe it can be allowed safely, and will not interfere with the state that has a moisture content of perhaps 7.5 or 8 per cent. We don't believe any state produces better milling wheat than Indiana, but the very nature of the soil and climatic conditions are such that 13 per cent for No. 2 wheat eliminates millions of bushels of wheat that has always been No. 2, wheat the mills are glad to have on the basis of No. 2 price.

We hope the Department will review this, whole matter, and if 14 per cent is necessary and does not imperil the wheat as to keeping qualities, the 14 per cent does not carry into the flour a much greater per cent than should go into the flour, then 14 per cent for No. 2 wheat would be satisfactory to our people. The fact of its being 14 per cent does not interfere with Texas that has 9 or 10 or 12, nor Kansas, nor any other state.

**Dr. Duvel:** As to the moisture content of the wheat in Indiana, we are going to give the matter thorough consideration, and if we find the limits we have fixed are too tight for the soft red wheat, we are ready to say you are right and we wrong, and are ready to modify it [Applause]. Under the standards, that cannot be done right away. The law requires 90 days, and it could not apply very well on this crop. We would also desire to get some of our facts together. When that law was enacted, we fought to have these modifications limited to 30 days. Part of the grain interests wanted to make it a year, and as a compromise it was made 90 days. I believe we will agree it would have been better had we left it at 30 days.

**H. L. Goemann:** As to the dockage system, my understanding is that the Grain Corporation buys this wheat, and the inspection certificate carries with it

the percentage of dockage and therefore it becomes a part of the trade, and the seller to the Grain Corporation has to make allowance for the dockage. The cleaning system Mr. Riley speaks of is not a correct system under the Grain Corporation's ruling at zone markets. I do not believe they intend to allow it to continue at other points that are not zone markets. At the zone markets today the grain must be handled, as I understand it, as it is received from the country, no grain merchant can clean the wheat, condition it or do anything to it; it must be sold to the Grain Corporation on its original inspection as it is received in that market. The certificate of inspection therefore follows into the warehouse, and that warehouse receipt has to make that notation. I happened to be in New York City a few weeks ago when Mr. Barnes addressed the Produce Exchange on that subject, and the railroad elevators—the railroads own the elevators down there—were issuing their warehouse receipts for No. 2 red wheat without stating the dockage, and Mr. Barnes held they would be held responsible for that dockage, and the system has been changed by conference between Mr. Barnes and the railroad elevators in New York City.

**T. A. Morrisson:** During the entire season that we have been handling this wheat, we have not only taken a moisture test, but the average weight of every car we have shipped. Seven-twelfths of the crop graded No. 3, the average weight was 59½ pounds and the average moisture content 13.7 per cent. One-sixth of the crop graded No. 5, with an average weight of 59¼ pounds, average moisture content 14.7 per cent. One-fourth of the crop graded No. 2. On this wheat the dockage ran from nothing up to 3 per cent. I do not believe it is fair to the growers of the state of Indiana to ask them to try to produce wheat with a moisture content for No. 2 which is impossible. We have had this year ideal conditions for harvest. The wheat was threshed in fine condition, and if this is the result of present conditions, what will be the result if we have a wet season? I do not think the moisture content of that wheat should be under 14.

**H. E. Richter:** If I ship a carload of No. 2 wheat into a market that has a rule that no dockage shall be allowed, and there is 2 per cent of dockage, and I compelled under the Government standards to eliminate that dockage before I make delivery of No. 2 red wheat?

**Dr. Duvel:** The inspector, of course, has to grade it on the basis of what it is, No. 2 with 2 per cent of dockage.

**Mr. Richter:** The Cincinnati market had a rule that there should be no dockage allowed. I contracted wheat with mills on Federal inspection, and delivered No. 2 red wheat as it was delivered to me under the market rule, and they insist they are entitled to this dockage, inasmuch as the rule states it is No. 2 red wheat after this dockage is eliminated. But as they didn't buy the dockage, I raise the point as to whether they should have it for nothing.

**Dr. Duvel:** The certificate must show what dockage there is on it, and they buy really the net wheat.

**Mr. Richter:** But there is nothing in the rules providing the shipper must give them that dockage.

**Dr. Duvel:** No, sir, there isn't. That is a matter that doesn't come under the control of the Grain Standards Act. It is a matter of private contract.

**Mr. Richter:** Dockage to me is what the boys in the trade might call graft. I get so much material for nothing. It is seldom a man will talk against his own interests, but the idea of a car of wheat coming into a market containing anywhere from 1 to 17 per cent of dockage is an absolutely unfair proposition, not only to the man who ships it, but to the man who delivered it to that shipper. There are points in our territory where there are no elevators, where this stuff is loaded from wagons into cars, and it is wrong. I had a load of No. 2 red wheat that had 11 per cent dockage in it. Someone raised the point this morning that that character of wheat brought a premium. That stood on the tables during the entire session, and was finally bought by myself at a premium of 1 cent per bushel. The dockage in that was worth \$99; that is, provided it had 1,000 bushels in it. It cost \$7.50 to take it out. That reduced the price of that carload of No. 2 red winter wheat 9 cents a bushel. In the spirit of fairness to the grain trade that is shipping this grain to the market, the man who gets that dockage, whether a shipper, miller or anyone else, should be compelled under a rule to pay for it at a fair price [Applause].

**Dr. Duvel:** Hasn't it been the practice in a great many markets in the case of your corn, that you had the corn cleaned at the account of your shipper, who has paid for the screening, and it is sold for his account?

**Mr. Richter:** Yes, sir.

**Dr. Duvel:** I do not see why that same practice should not be applied to the question of dockage on wheat.

**G. A. Wells:** Isn't it true that the idea of the grades is to penalize the producer for having dirt in his grain? If the shipper at the last terminal market is to be paid for his dockage, then the farmer should be paid for the dockage, and he will be encouraged to put dirt in his grain. Will it not defeat the idea of the grades?

**Dr. Duvel:** It has that feature if you pay too high



C. A. BARTOW, W. W. CUMMINGS AND F. J. SCHONHART

We made a campaign in Indiana for the purpose of getting the country grain dealers to buy this wheat by shrinking the amount sufficient to cover the dockage. It was believed that was the proper practice to pursue, that the country grain dealer could do nothing else in the hope of finally disposing of his grain without suffering severe loss. Many of the dealers did not accept that, and many of them have made complaint by reason of the fact they accepted it at mine run, and had their wheat shrunk enough to cover dockage, and they lost, up to the present time, their summer's work. As a matter of principle, I believe in dockage. I think it is a correct theory, but

a price for the dockage. Then there is no object, of course, in the farmer's trying to take it out. We do feel that it is highly desirable that the grain go from the farm in a cleaner condition than it frequently has. The grain should be cleaned better at the thresher, and I believe the time is coming when it will be. We have been doing some work on the Pacific Coast with reference to smut, where they have a great deal of it. Eight large threshing machine companies, mostly in Wisconsin and Illinois, have especially equipped machines which we have used out there for removing that smut, and Mr. Price, the man handling that work for us on the Pacific Coast, advised me that, while only about a fourth of the samples taken had been handled, in some instances the percentage of dirt and smut in the grain, while the fans of the machines were operating, was 8 per cent lower than when the fans were not operated. We are having that wheat appraised by millers in the Northwest, and will know how much more they are willing to pay for it. Last year in some preliminary experiments wheat cleaned in that way in the field brought 2 cents premium in the markets. We can do much cleaning at the thresher, and more of it at the country elevator, and that is what we want. I believe the country elevator man would find it more profitable to take it out than ship it himself. Under the present price I presume it pays \$25 a ton.

**Mr. Wells:** If the farmer wants to take out the dockage, he has the gain. If the first elevator does, it is his, and he should have it. It works as a penalty and I think should be maintained.

**C. M. Bullitt:** In this question of dockage I think we are shooting at the moon. In the Ohio Valley, where Mr. Richter lives, unfortunately [Laughter], that dockage Dr. Duvel calls chess we call cheat, and it is worthless. Not even a goose would eat it. It may be true in the Northwest that there is a dockage worth more than the wheat. Last week I had a man ship me a car of wheat with the understanding that I would allow him for the dockage. The dockage consisted of 700 pounds of corn. The wheat was worth \$2.15 and the corn \$2.25, so I didn't charge him any dockage; I simply took his corn. The country dealer in Indiana or any place else must trust his Lord or his chance or the honesty of the commission man with whom he deals or the man to whom he sells.

**Elmer Hutchinson:** I am one of the country shippers in Indiana. I receive the grain direct from the farmers. There was one thresher operator who had his concave set so tight he cracked the wheat. I talked with the farmers, and they said that it went into the flour and didn't hurt it. I wasn't successful in getting the man to adjust his machinery properly. I disagree with Mr. Bullitt as to the cheat. I separate this dockage at my elevator, and have no troubles with my shipments on dockage, and have a ready market for the cheat or rye or screenings of any sort, though we have lots of this red sorrel and dock, especially dock. I get a good price for it. I am selling at retail, and am getting \$40 a ton for my dockage now, and am having no trouble with the Government inspection because I take that out at home. Country stations not equipped with cleaning apparatus might have some difficulty. My farmers, since I began to penalize them for this stuff that is in it, are going into their fields and cutting out the rye. They are cleaning the seed wheat this year as they never did before, because of the request the Government is putting out to get better seed and produce and deliver your stuff in better condition, and I think this whole propaganda in a year or two will work out to the benefit of the country elevator, the farmer, the commission man and the miller [Applause].

**J. M. Coucher:** I had some wheat and took the moisture content and it showed 14.2 per cent. I shipped it to the Noblesville mill and it tested 61 pounds, and I was paid a cent premium for it. This year we stopped threshing only three days from the time we commenced until we quit, and half of it had too high moisture content, some 15 per cent, some 13.9 per cent. Half or two-thirds of it would go into No. 3. I never took any dockage out of wheat in my life that I wasn't able to sell. I have sold it at \$30, \$25 and as low as \$10, but it is always of some value. I don't think the dockage hurts as much as the moisture content. I think we can take care of the dockage.

**J. M. Holmquist:** I don't understand why we are talking about this dockage question at this time. There is only one buyer, the Government, when you get your carload of wheat into the terminal market. You are not allowed to clean it or do anything with it, and how could an elevator man pay for the dockage? After we get through with the Government proposition, and it becomes a competitive market, I think the dockage will be paid for if it is worth anything. I have been shipping wheat from country elevators for 25 years, where every bushel was docked. We didn't get any pay for it. It has been said the buyer should pay the freight. Why should he? If he saw there was anything in the dockage, he might pay a little more than the rate. I have sold rejected flax at Toledo at 5 cents over the price of No. 1 flax, because the offal was worth the money and the buyer was willing to pay it. In part of my territory where they are raising winter wheat, the farmers' organization complained of the dockage, and



ARBITRATION COMMITTEE No. 2

the others are buying the wheat and losing money on it, and I am looking on.

**R. H. Drennan:** Oklahoma probably raises the purest wheat of any state in the United States. Our idea is to plant it in the fall, and it is usually dry in our country, and the wheat grows in the fall, and in the spring it is well matured before the weeds start, and it is safe to say today there wasn't a weed in any wheat field in Oklahoma. Unfortunately, it was very dry when we were threshing, consequently in this very finest of wheat, running 59, 60, 61, 62 and 63 pounds, there were many broken grains, and under Federal inspection they would take out 1,400 to 1,600 pounds, and they are taking 1,400 or 1,600 pounds from me, and if they would only pay me the value of the feed products, I would get more for it than for the wheat, under the Federal price, because corn is worth \$2.15 or \$2.25 a bushel, and wheat \$1.90. It has been said we are feeding wheat to the hogs, because corn is worth 25 cents more a bushel. I think we are the most unfortunate state in the Union, and I think the Federal Department should make some provision for us, that where there is no foreign matter, where the grains were broken up by threshing, rather than to let the farmer or the shipper lose the entire feed value of that and give it to the miller, which is absolutely wrong, something should be done to correct it. [Applause.] And we are paying the freight on that. Our elevators



MR. AND MRS. H. DEVERELL

have not been cleaning our wheat. We have no devices for it. This came on us like a thunderbolt. I shipped in 1915, 250,000 bushels of wheat to Minneapolis under what I supposed was the same conditions the Government now has adopted under the present system of dockage. In the 250,000 bushels of grain, just one car of grain was docked under that system at that time. I bought 75,000 bushels at Minneapolis and shipped it to New Orleans and Galveston for export, because it was a better grade of wheat than I was shipping up there. It was a grade I could use for export. I was docked 2 cents a bushel and some 3 cents on the Minneapolis market. It went to New Orleans and graded without any dockage.

**Mr. Holmquist:** A year ago Minneapolis didn't dock winter wheat, but did dock spring wheat; later, however, they did dock it. Another reason, they wanted to draw the Kansas and Oklahoma wheat up there, and instead of paying a higher price for it, they saved in the dockage.

**Mr. Drennan:** We haven't taken a bit of dockage in Oklahoma. One man bought a "Kicker" at Minneapolis, and put it on his working floor, and when the farmer drove up he put the load through the machine, and after that he had to cover it up with a cloth because the farmers wouldn't sell him any more wheat. We will either have to clean our wheat or dock the farmers in Oklahoma, or we are broke; I don't know which. [Laughter.]

**Dr. Duvel:** Section 3 of the wheat grades, I believe, takes care of your cracked wheat proposition.

**Mr. Drennan:** I had a car of wheat docked 11.2 per cent, and they sent me a sample. I asked for reinspection. It was sent to me covered in a case that was absolutely protected. I took it to the Government inspector, he analyzed it, and all that was the matter was broken grain. There wasn't a seed of any foreign nature in the car at all. This cracked wheat is worth just as much to the miller for feed as it is for wheat. Then why shouldn't he pay me something for it?

**Dr. Duvel:** I could answer better, of course, if I could see a sample of the wheat.

**Mr. Drennan:** I took it to your supervisor in our state to demonstrate what I was trying to prove, that the wheat was as pure as could be. There was no foreign matter in it. It tested 62 pounds, graded No. 1 dark hard wheat and sold for the highest price on the market, but unfortunately it was broken grain. Now, is it right to take from me something that has a value and give it to someone else who is protected?

**Dr. Duvel:** When it consists only of cracked wheat there shouldn't be any dockage.

**Mr. Holmquist:** I agree with Mr. Drennan that if this dockage plan is in at the terminal market, he must put it in or go broke. But if you get this dockage in, it is a good thing for the country elevator and not a bad thing, because in time you will arrange to take out a great deal of this dockage at home and resell it yourself, and in time the farmer will bring you cleaner wheat. And the farmer will put in a little mill at home and save the dockage.

**G. P. Bissell:** Mr. Drennan's situation is an unusual one, and should be remedied. For most of us the dockage is comparatively of little value; that is, the screenings are of little value, and I think the only hope for us as country buyers is to introduce a system of screening and docking. The day I left home we received 50 sets of screens to make this effective. After we screen the wheat we can get a higher price at stations. Mr. Hoover in his circular says the country dealer should pay the farmer \$2 to \$2.10. That is impossible in our country. Our price is about \$1.90 at stations. The farmer sees this statement of Mr. Hoover and thinks we are robbing him. We are going to screen everything we receive and pay as high a price as we can, but we can't pay \$2 in Nebraska this year because the freight rates are too high. It runs about \$2.03, and if you take a 10-cent freight rate out you can't pay \$2 to the farmer; but we can come nearer to that by screening. While the farmer will doubtless object, this is a good season to inaugurate the change, for we haven't much wheat and we can lay some of the blame on the Government. I believe the dockage plan is here to stay and the grain trade may as well conform to it now as later.

**C. A. Magnuson:** I presume the Northwest is in better shape on this dockage proposition than the Southwest, because up there, under the state inspection rules, up to the time the Federal rules went into effect, there was always dockage on wheat and flax. We believe that dockage is the only rational method to arrive at the value of the grain. When you buy 60 pounds of wheat, and you find 5 pounds of it is something else, you can gauge your price so that you pay for 55 pounds instead of 60. That is all there is to the whole dockage problem. It is easier to determine the amount of the foreign substance in the grain than to figure out how much less than the price for the actual wheat you should pay, but you have to eliminate it, and it is only a question of adopting the same principle that the inspection department adopts in the way of sieves and other appliances to find out how much dockage to apply on a certain lot of wheat. As to the difference in dockage obtained by two men from the same load,

we know wagon loads do not run any more uniform than a bin of wheat does; some portions of the load are dirtier than other portions, and if one man gets his sample from the dirtier portion there would be more dockage in it than would be found by the other man who got his sample from the 'cleaner' portion. There will be differences, but it will average up all right. The farmers in the Northwest are used to the dockage; they clean it themselves; they test it themselves; they know about how much dockage there is in it. They may tell you there are 1 or 2 pounds in it when there are 4 pounds, but they know there are 4 pounds just the same. One should pay for what he gets, and only what he gets, and he can do that better under the dockage system than the price system. Under the Government buying you get no pay for dockage, no premium for your wheat. The grade establishes the price you get. But under the competitive system, if you have a car with 5 pounds of dockage in it, if the dockage were valuable you could get a premium for it. At this time you will have to take what dockage there is or stand a loss.

**J. E. Collins:** Representing quite a number of wheat shippers, I would say we find little complaint concerning dockage. Most of the elevator men are taking the screenings and dirt out, and are giving it back to the farmers, thus relieving themselves of responsibility. A bad situation that arises with us is this: There is a gentleman in this room who has shipped us considerable wheat this year. He is a capable, careful shipper, and immediately upon the application of the Federal grades he equipped himself with all the appliances for ascertaining the grade. He sent me wheat which according to his machines tested around 12 per cent. It came into Cincinnati and tested 14 per cent of moisture. We had it reinspected and the test was practically the same. The stuff had to be sold on destination grades. The gentleman requested we take an appeal. In endeavoring to do that with the Federal inspector or supervisor in Cincinnati, we were balked because the situation originated in Ohio and ended in Ohio, and the Federal supervisor at Cincinnati had no authority to check up the licensed inspector at Cincinnati. The latter is a most capable and honest gentleman, and we know he graded the wheat right, but we were without means under the present rules to satisfy our shipper that the local inspector did his duty in grading that wheat.

**Dr. Duvel:** Of course, the law is drafted under the interstate commerce clause of the Constitution and applies only to interstate shipments. I would like to hear from Mr. Livingston on that.

**President Eikenberry:** Mr. Livingston has given invaluable assistance to the grain trade as one of Dr. Duvel's most able assistants. He has had few opportunities to come before the trade, and we are indeed glad to see him.

**Mr. Livingston:** The question raised by Mr. Collins comes up nearly every day. We are, under the Grain Standards Act, without authority to entertain an appeal of the character he mentions. I think, however, plans are under way whereby an agreement will be reached by the Food Administration so that we can handle situations of that character. Without the authority conferred by the Food Control Bill we cannot do it.

**Mr. Collins:** The supervisor at Cincinnati cannot take a sample and tell what the moisture content is, although the gentleman who shipped me the wheat could have mailed a sample to the supervisor at Cincinnati for test.

**Mr. Livingston:** The proper procedure in a case of that sort would be to have our supervisor test out the moisture machine used by the Cincinnati inspector.

**Mr. Collins:** He has done that, and he follows him up on many inspections and finds him correct. I believe some arrangement should be entered into between the Federal Board and the state authorities to meet a situation of that kind.

**Mr. Livingston:** I believe a co-operative agreement will be arrived at with the Food Administration to enable us to handle cases of that kind when it applies to wheat. Of course, it will not apply to corn, because the Food Administration is not assuming jurisdiction over corn. This will be done under the Food Control Bill and not for the Grain Standards Act.

**Vice-President Moore:** I do not see how the Food Control Bill could affect this. My impression is, that the states right question is what prevents the Federal supervisors from passing on intra-state shipments.

**Mr. Livingston:** The Grain Standards Act is based on the interstate commerce clause in the Constitution, but the Food Control Act is a war emergency measure and supersedes state law, and is not confined to interstate commerce.

**Mr. Collins:** This Food Control Bill is only for the term of the war, and then we will be back in the same difficulty. I will move the question be referred to the Committee on Legislation. [Seconded by J. S. Green, and carried.]

**C. F. Macdonald:** I believe Section 2 of the Food Control Bill takes care of this. We had the same difficulty in Minnesota. All grain coming into Duluth is interstate, because it moves through the state of Wisconsin, unless it comes over the intra-state line of the Northern Pacific, which is within the state.



R. E. PRATT IS BUSY BETWEEN SESSIONS

Any grain coming out of any portion of the state of Minnesota over that line must depend for its inspection on the Minnesota Inspection Department, and the Government authority does not enter into it.

**H. E. Richter:** If I ship a man a carload of wheat on a contract of No. 2 red, and it goes into a terminal market and grades No. 3 red, is he violating the law if he buys it without giving me a right to appeal from that inspection?

**Dr. Duvel:** You ship it to the market subject to the grade in the market?

**Mr. Richter:** Yes. I ship quite a lot of wheat to New York City. On one shipment, some 8 or 10 days after the wheat arrived there, I received a memorandum that it didn't grade. It graded in Cincinnati and it had not been disturbed; in other words, we had two grades on the same car of wheat. I contend there should be no destruction of the identity of that wheat until I have the right of appeal under the law. Did the man violate the law in destroying my right to appeal?

**Dr. Duvel:** I think the act provides the appeal must be made within 48 hours and before the identity



LIVE ONES FROM MINNEAPOLIS

of the grain has been lost, the two propositions. If the identity has been lost, you have lost your right of appeal.

**Mr. Livingston:** I think that question is a matter of contract, and that you should protect yourself in the contract so that you may have the time required for an appeal.

**C. B. Riley:** The law provides 48 hours. That must be read into every contract, as a matter of law. The rest of it is covered by the rules of the market that are made a part of the contract. As to Mr. Drennan's case of the cracked wheat, I believe our supervisors should say as to each car what dockage should apply, and not wait for appeal; that they should supervise every car where the Government has imposed by its rule dockage. What we do need is these markets on a uniform basis of handling the dockage, so we may all know where we stand.

**H. B. Dorsey:** After the time has expired for an appeal, we find it is easy enough to get a decision by calling for reinspection.

**President Eikenberry:** We will next have the report of the Demurrage Committee, Mr. M. D. Benzaquin, chairman. It will be read by your secretary.

#### REPORT OF DEMURRAGE COMMITTEE

**Secretary Quinn (reading):** I beg to report that after consulting with the members of our Committee on Demurrage, it has been decided that there is nothing to report; that while this demurrage question is of extreme importance, the more vital questions of the day have had almost the entire attention of the country.

**C. P. Blackburn:** I move that the report be received and filed. [Seconded by J. S. Green and carried.]

**President Eikenberry:** The next is the report of Crop Reports Committee, Mr. C. C. Flanley, chairman. The secretary will read that also.

#### REPORT OF CROP REPORTS COMMITTEE

**Secretary Quinn (reading):** Your Committee on Crop Reports, while having held no regular meetings, have corresponded and it is our best judgment that in view of the disturbed business conditions and the problems confronting the Government, this committee offer no suggestions at this time.

**H. B. Dorsey:** I move it be received and filed. [Seconded by C. M. Bullitt, and carried.]

**Secretary Quinn:** As to the Hay and Grain Joint Committee, Mr. Rice has no report to offer.

**H. L. Goemann:** As chairman of the Transportation Committee, I desire to offer the following resolution and move its adoption:

"In view of the conditions existing in transportation due to the war, and to comply with the requests of the Car Service Committee of the American Railway Association of National Defense for shippers to co-operate and load all cars to capacity, especially oats, be it

"Resolved, that all shippers of grain be requested to sell large cars of grain, load and ship cars to as full capacity as possible, and not to take advantage of the minimum weights that are in effect, but only use such minimum weights when it is absolutely necessary to protect the carrying condition of the grain and to secure a clean certificate of inspection." [Seconded by C. A. Magnuson and carried.]

#### THE "BOOSTER" PRIZE AWARDS

**President Eikenberry:** Every association has a natural desire for growth. If it hasn't, it lacks that much of being a live association; in fact, it is a dead association, and that is a very strong sign that its period of usefulness is over. That desire for growth manifests itself in the members of this Association, and out of this manifestation grows the co-operation and united effort that is put forth each year over a limited period of time in order that the Association may increase its membership, and continue to have a healthy growth. I shall not go into the details of the Booster Contest of this season. It was covered fully by the report of the secretary. The first prize goes to Mr. J. L. Nessley of Memphis, Tenn., who gets a diamond scarf pin. [Applause.]

**Mr. Nessley:** I am agreeably surprised. I am given something for doing my duty. Two years ago I was solicited to join the Association, and I joined, and I commenced working a little for the Association, because I saw it was good, that it was what we needed. And our good secretary put me on the Booster List. I worked along, with no idea of winning a prize, until after while he suggested I send him a picture, so I did, and it killed me [Laughter]. I couldn't get any more new members. But after a while the picture of Brother Baker of Jacksonville appeared, and then we were on an equal basis, and we ran, and I beat him [Laughter]. I feel honored to be a member of this Association, and I feel we should all be boosters, because the nearer we can get the grain trade of the United States together, the better it will be for the grain trade. We have had a grand meeting here, and Buffalo has certainly shown us a good time [Applause]. If I have an opportunity to sell anything in Buffalo, I shall feel like cutting the price [Laughter]. Our market at Memphis is a good one. Nearly all of the feed that is used there is shipped in, and their crop is shipped out. Our people in Memphis are honorable, and you need not be afraid of trading with anybody there. We also have an



A. C. BARBEAU OF SILVER CREEK

honest inspector there. I thank you, gentlemen, for this beautiful token.

**President Eikenberry:** The other prize winners are John D. Baker of Jacksonville, Fla., second, and J. R. Murrel, Jr., of Cedar Rapids, Iowa, and E. W. Crouch of McGregor, Texas, tied for third. Mr. Baker's prize is a diamond scarf pin, and the third prizes are sets of cuff buttons.

**E. D. Bigelow:** Suppose there is a difference between a non-member of this Association and a member. The non-member is willing to leave it to the Association. If he were to join, could that claim be taken up, providing it arose prior to his coming in?

**Secretary Quinn:** No, that could not be done, for the reason that our memberships are not retroactive.

**President Eikenberry:** The next will be the report of the Committee on Resolutions, Mr. H. N. Sager of Chicago, chairman.

### RESOLUTIONS

**Mr. Sager:** I might say on behalf of the Resolutions Committee that it was the sense of the committee that at this time, when the country is involved in a great war and is so much disturbed by conditions entirely extraneous to the grain trade, we deemed it not an opportune time to bring forward many subjects or to submit for possible legislative action many questions. So the committee has been modest in the recommendations it is going to make and the number of resolutions I have the honor on their behalf to submit.

### SUPPORT PLEDGED TO GOVERNMENT

Whereas, the United States of America is engaged in the most momentous war of all time; and

Whereas, the Government has as a war measure undertaken temporarily to control and direct the purchase and sale and distribution of all the wheat in this country during the period of the war, thus calling upon the members of this Association and of the grain trade generally to make great sacrifices for the public welfare; and

Whereas, the system of marketing the grain crops heretofore in operation in this country is the result of the experience and best thought of several generations of grain merchants and is believed by us to be the best and most satisfactory system yet devised for the economical distribution of grain from producer to consumer; and

Whereas, the system should be as nearly as possible preserved intact during this period of the war in order that it may resume its useful functions unimpaired after the war; and

Whereas, in order to retain the present machinery of the grain trade for future useful service it is necessary that reasonable remuneration be allowed to the country grain shippers, the terminal grain buyers, and the grain commission merchants; therefore, be it

Resolved, that the Grain Dealers National Association in convention assembled hereby pledges to our country in this hour of national peril our loyal patriotic and devoted service and will ever subordinate all other interest to our country's welfare;

Resolved, that this Association co-operate to the fullest extent possible with the Food Administration Grain Corporation in all proper control and direction of the grain trade and the distribution of grain supplies;

Resolved, that this Association urges upon the Food Administration Grain Corporation the importance of retaining unimpaired the system of grain distribution heretofore in operation and with that object in view

recommends to the Government the necessity of allowing to the various branches of the grain trade reasonable and necessary remuneration for services performed;

Resolved, that this Association call upon the Federal Government and the Food Administration to, at the end of the war, entirely disassociate themselves from food control and to return to the people the grain business as nearly as possible in the same condition as it was before the war;

Resolved, that this Association respectfully urges upon the Food Administrator and the Food Administration Grain Corporation the importance and the wisdom of freely and frequently consulting with the active representative grain dealers from the various branches of the trade concerning the methods to be employed and the policies now in effect and hereafter to be adopted in connection with Food Administration as it relates to the grain trade;

Resolved, that a committee of this Association be appointed representative of the various branches of the grain trade to confer with the Food Administration from time to time, and that this Association requests for this committee the privilege of being called into frequent conference by the Food Administration Grain Corporation to consider the plans and policies in force and to be adopted;

Resolved, that a copy of these resolutions be forwarded to Mr. Herbert C. Hoover, Food Administrator, and to Mr. Julius H. Barnes, president of the Food Administration Grain Corporation.

**Vice-President Moore:** I would amend that a copy of this resolution be sent also to the President of the United States. I move its adoption. [Seconded by Mr. Sager, and, as amended, adopted.]

### CONCERNING THE POMERENE BILL

Whereas, the Grain Dealers National Association, together with other commercial bodies, were instrumental in securing the passage of what is known as the Pomerene Bill of Lading Law by Congress which was designed to enable the shipper to secure a clean

H. T. BURNS  
General Chairman of Convention Committees.

bill of lading unencumbered by "shippers' load and count," "shippers' weights," or other uncertain terms; and

Whereas, the carriers have undertaken to avoid such direct liability by technicalities, claiming that the law provides that shippers shall install and maintain adequate facilities for weighing, and claiming that there are no adequate facilities for weighing grain except track scales, and are now seeking to secure or obtain an order or ruling from the Interstate Commerce Commission exempting them from the payment of claims for loss of grain in transit unless weighed on track scales or unless leakage is shown at destination; therefore, be it

Resolved by the Grain Dealers National Association, that we protest against any ruling or order by the Interstate Commerce Commission which would in any way seek to relieve the carriers of any just or legal liability or in any way abridge the common law rights of shippers; be it further

Resolved, that we urge Congress at the earliest possible moment to so amend this law as to guarantee to the shipper a clean bill of lading and protect the shippers against the attempts of carriers to defeat the purposes of this law by efforts to take advantage of technicalities.

**Mr. Sager:** I move its adoption. [Seconded by Mr. Dorsey, and carried.]

### TRANSPORTATION FACILITIES

Whereas, the transportation facilities of this country which, prior to the war, were taxed to their capacity may, under the unusual and unexpected conditions confronting the carriers, prove entirely inadequate for the increasing demands upon the service notwithstanding the co-operation of railroad management; and

Whereas, heretofore from time to time there have been considered numerous schemes for the development and improvement of inland waterways, many of which, although meritorious, yet because of their

character are costly and slow of accomplishment, therefore it becomes imperative that provision be made for present and future requirements for local transportation whereby the movement of foodstuffs from the farm to natural markets may be prompt and economical and also the distribution of the products of manufacture be made without unreasonable delay; therefore, be it

Resolved, that the Grain Dealers' National Association favors the improvement and extension of the public highways of this country, thereby meeting an urgent transportation necessity and relieving the over-taxed railroads of such purely local traffic as may interfere with other important business and avoid many serious losses imposed upon transportation and business interests caused by delay in its handling.

**Mr. Sager:** I move its adoption. [Seconded by Mr. Richter, and carried.]

**Mr. Sager:** This last resolution is very brief, but with it goes a heartfelt feeling of genuine appreciation for the courtesies we have received here in Buffalo. The brevity of the resolution, I hope, will not detract in any way from its being meant to fully express the kindly recognition which we intend to make for the entertainment and courtesies and kindnesses that have been so bountifully showered upon us [Applause]. I move the adoption of the following:

### THANKS TO BUFFALO

Whereas, our many friends in the city of Buffalo have, with gracious courtesy and warm-hearted hospitality, contributed so greatly to the pleasure and profit of this, the 21st Annual Meeting of the Grain Dealers National Association; therefore, be it

Resolved, First, that we tender the thanks of this Association to the mayor, the press and the hotels of this city for courtesies extended. Second, that we shall always retain grateful remembrances of the splendid efforts of the Buffalo Corn Exchange and Chamber of Commerce and their various entertainment committees which have contributed so much to the successful meeting of this Association and the pleasure of the occasion. Third, that we especially desire to extend our cordial thanks to the ladies of Buffalo for their tireless and successful efforts in behalf of the visiting ladies of the Association. The entertainment provided was magnificent and universally appreciated. [Seconded by Vice-President Moore, and carried unanimously by rising vote.]

**President Eikenberry:** We have the following telegram from Illiopolis, Ill., in response to telegram of special committee appointed on Monday: "Mrs. Metcalf, although very ill, joins me in sincerely thanking you for your expressions of kindness. Please convey to the delegates our greatest appreciation of their kindly thoughts which have deeply moved us. Lee G. Metcalf." The next is the Auditing Committee's report, Mr. J. R. Murrel, Jr., chairman.

### REPORT OF AUDITING COMMITTEE

**Mr. Murrel:** Your Auditing Committee has carefully gone over the treasurer's books and not only found them to be accurate and correct, but cannot help express pleasure at the manner in which they are kept. The system of bookkeeping is excellent and the work is neat and nicely done.

**C. P. Blackburn:** I move the report be accepted. [Seconded by E. D. Bigelow, and carried.]

**President Eikenberry:** We have another duty that has been approached with some feeling of inability to meet the situation. I wish to recognize Mr. Sager on something that should come before the convention at this time.



S. J. McTIERNAN AND A. H. SMITH

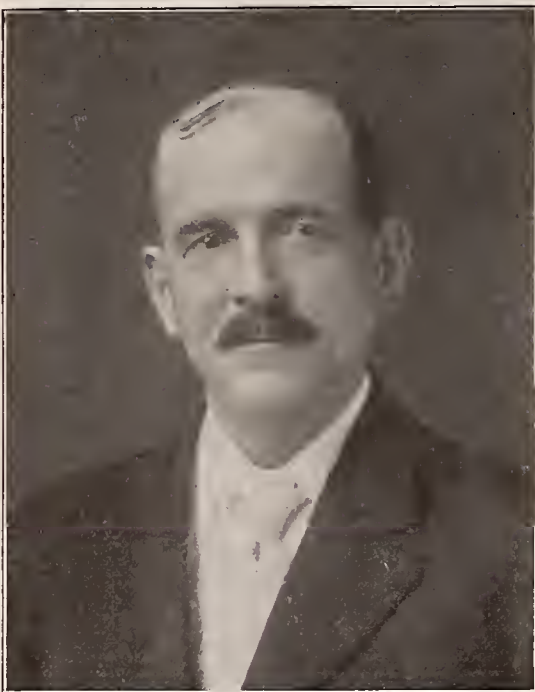
## In Memoriam of J. C. F. Merrill

Mr. Sager: Perhaps no member of the grain trade in these entire United States was more universally loved, more deservedly respected, more highly honored, than that friend and comrade and co-worker, whose advice we have so often taken, whose counsel has been so freely given, whose earnest desire to serve the trade was so manifest on all occasions, and who so freely gave of his strength and his effort for the interests of us all, and who in the divine wisdom of our Great Father has recently been called to his reward. I refer to my beloved friend, my former associate as member of the Board of Trade of the city of Chicago, to your friend, your counsellor and your adviser, the late J. C. F. Merrill, of Chicago, who left us so unexpectedly a few weeks ago. I had the privilege of being closely associated with Mr. Merrill in the administrative affairs of our great exchange for many years, and I learned to love and to admire, and to revere him as only that close and intimate acquaintance could bring about. Out of that close acquaintanceship, that loving friendship, I wish just to say these few words of tribute to my friend and to your friend, and on behalf of this Association to request the secretary to communicate with the family of the late Mr. Merrill our sorrow and sympathy in their great loss, and through Who's Who and the grain trade journals to express to the grain trade at large our sense of loss.

H. B. Dorsey: Representing, as our Association does, what is termed the country trade, we desire to record our sympathy in the loss of this

great and good man, and I want to amend Mr. Sager's motion that a page of the records of this Association be set aside in memoriam of Mr. Merrill, and that in voting on this proposition we stand with bowed heads for a moment.

E. D. Bigelow: In seconding the motion, I wish to say that I feel that I too have met with a great personal loss. I have known Mr. Merrill for many years, meeting him on many occasions in connection with grain mat-



ters. I had, as you had, the highest admiration for him, for his unusual ability, a man who had been for many years in the grain trade, who thoroughly understood the trade, a scholar who carefully studied the economic questions arising in the trade, a man eminently fair and just. For the last five years my official relations with him, as secretary of the Chicago Board of Trade, have been of such a nature as to bring him very close to me. There would be touches in his letters of a personal nature that always impressed me with his courtesy and his kindness and his tact, and endeared him to me. In seconding this

motion, I want to again say that I feel a great personal loss, and that his passing has been a heavy loss to the entire grain trade of the United States. [Motion unanimously carried, the convention standing in silence with bowed heads in honor of Mr. Merrill.]

President Eikenberry: The secretary will send to the family that portion of the proceedings containing these tributes to Mr. Merrill, and they will also be printed as suggested by Mr. Dorsey.

**President Eikenberry:** The next will be the report of Committee on Nominations, Mr. Charles D. Jones of Nashville, Tenn., chairman.

#### NOMINATION OF OFFICERS

**Mr. Jones:** The committee requested me to explain a few features in connection with the rules governing the selection of officers, and a few little complications that have arisen for the Committee on Nominations due to the rapid growth of the Association and for the necessity for representation in new territories. The rules provide that each affiliated association shall have a Director. There are so many affiliated associations now that it takes half or more of our legal number of Directors to represent those associations. As a courtesy to those affiliated organizations, it has always been the policy of this Association to allow the officers of the affiliated association to name the man they wished as their representative on our board. Consequently, as to those directors your Nominating Committee has nothing at all to say other than to announce the names. For several years there has been discussed at each committee meeting the proposition that the work of the Directors should be so distributed that no man may be burdened more than his due, and that the honors in connection with being elected a Director should be distributed to

[Seconded by Mr. Dorsey and carried, and vote so cast.]

**President Eikenberry:** Gentlemen of the convention, in assuming the duty involving upon the executive office of your Association for the next year, it would be presumptuous in me even to believe that you desire to hear a speech after three days continuous session in convention. I came on this executive reservation one year ago unbroken and inexperienced. I have accomplished all that it was possible for me to accomplish. We have had a strenuous year. Any man with any gray matter should certainly, during these occurrences, accumulate some experience that should be of benefit to him in a second year of the same service. So all I wish to pledge to this Association is no more strenuous effort than I gave to it last year, because I have gone to the limit, but I do pledge that effort, if necessary, in the interest of the Association, and I promise you that its value and effectiveness shall be somewhat, at least, enhanced by our experience of the past year. I am not insensible to the honor you have conferred by re-electing me, and I wish heartily and sincerely and seriously to thank the delegates assembled for such honor [Applause].

**Vice-President Moore:** I appreciate this honor, and as I said a year ago, if I have any talents, they are at your disposal, and I will give them freely, and will do the best I can to uphold the dignity and honor of this organization. I have been wonderfully impressed at this meeting by the spirit of self-sacrifice that has been shown by the grain men of the United States, many of whom have had their businesses absolutely destroyed over night, but none of whom have shown a disposition to complain with any degree of bitterness [Applause]. I can call to mind no sentiment that more fittingly typifies the disposition of these grain men than the well known toast, "Our country, may she always be right; but our country, right or wrong" [Applause].

**H. B. Dorsey:** Last year at Baltimore we had a number of cities candidates for the next annual convention. We thought at Baltimore they had reached the height of effort in entertainment, but it seemed there was something left for Buffalo, and they have gone so far this year, have been so lavish with their courtesies, that it has frightened away all the cities of the United States. I want to offer the suggestion of one of the young secretaries of an affiliated association, Mr. Charles B. Riley, that next year we go back to Chicago, start all over, and hold a business session. He suggested the Directors consider the matter of chartering one of those big boats, and hold our convention on it. I wanted to tell you what a good idea we thought this was.

**Mr. Riley:** I believe it is fitting at this time that the membership represented here on the floor express to the Board of Directors their appreciation of the secretary in his relations with them, and to say that we have been entirely pleased during the year with his work, and wish to commend him for his most excellent service.

**President Eikenberry:** Before we close, I should like to have a word from Mr. Baker.

**Second Vice-President Baker:** It is indeed a pleasure to be lined up with gentlemen like Mr. Eikenberry and Mr. Moore in an official capacity in this organization. I do not know any greater compliment that could be bestowed upon me. I haven't had much to say in the discussions at this convention. I have listened with a great deal of interest, and I appreciate what our president has done during the past year. He has had great questions to decide, and there have been conditions confronting him that really showed a master mind in deciding them as he has done. Therefore all I have to say to you, gentlemen, that I thank you for leaving me as one of the vice-presidents with our most able president.

**Mr. Dorsey:** I wish to second Mr. Riley's motion as to the secretary. [Carried unanimously.]

**C. M. Bullitt:** I move we adjourn. [Seconded by E. D. Bigelow, and carried.]

#### Entertainment

The entertainment features started on Monday morning with an automobile ride for the ladies. The tour included all the interesting portions of Buffalo, stops being made at the Albright Art Gallery and the Historical Society. Luncheon was served at the Automobile Club, Clarence, N. Y., about 19 miles from the city of Buffalo.

After the short Monday afternoon session, the men were taken to the Commercial Avenue wharf, where they were joined by the ladies returning from their automobile ride. The party then boarded a steamer for a sight-seeing tour around Buffalo harbor. Most of the important grain elevators were passed or sighted before the steamer was turned by a tug and pulled out to the Erie Basin. Here a city fire boat gave a spectacular exhibition and the crew of the U. S. Coast Guard Station ran through a drill. But by far the most interesting event was the performance of two Curtiss hydro-aeroplanes which soared

around the boat and volplaned into the water alongside it and went through many aerial "stunts."

On Monday evening both men and ladies were guests of the Buffalo grain men at Shea's Theater, where an excellent vaudeville performance was witnessed.

An excursion to Niagara Falls was the feature for Tuesday afternoon, the conventionites boarding a special train at Terrace Station. At the Falls, trolley cars were in waiting to take everyone around the famous Gorge Route. A brief stop was made on the Canadian side while a photographer took the convention picture with both the American and Canadian Falls in the background. Returning to Buffalo, the ladies were taken to a dinner at the Hotel Statler, after which they boarded special cars for Shea's Hippodrome.

The men were conveyed in cars to Elmwood Music Hall where the banquet was served. The event of the evening was, of course, the address of Sir George Foster, which will be found elsewhere in this report. But besides this speech there were numerous other features to keep the diners entertained, to say nothing of the excellent course banquet itself. A large orchestra played classic and popular airs and the Guido Chorus (male singers) gave several numbers which were greatly applauded. Natalie and Ferrari in mod-



FIRST VICE-PRESIDENT T. G. MOORE

worthy members. So for years each nominating committee has had to face the question of making room for such worthy member, and of relieving some whose work had been of the highest good, and who had been so faithful. The question has been, could he be relieved and the Association receive the best service available.

We have imposed upon the good nature and willingness of some men in this Association far beyond our right. I want to pay a slight tribute to three Directors whose terms expire now, and who are not being renominated for the reason that they have already done more than we have a right to ask, men who have served faithfully and in a most competent manner for many years, and who are still ready to serve in any capacity to which they may be called by the membership. But along the line of relieving them from further service and distributing the honors to other worthy members, they are not being renominated. I refer to Mr. King of Philadelphia, Mr. Peck of Omaha, and Mr. Forbell of New York [Applause]. The mere mention of their names to you carries acknowledgment of the obligation to them under which this Association rests. If good, faithful service were recognized by this Association with a crown, these gentlemen would have no use for a hat in returning home [Laughter and applause].

Our committee desires to nominate the following:

PRESIDENT, E. C. Eikenberry, Camden, Ohio.

FIRST VICE-PRESIDENT, T. G. Moore, Ft. Worth, Texas.

SECOND VICE-PRESIDENT, John D. Baker, Jacksonville, Fla.

DIRECTORS: P. P. Donahue, Milwaukee, Wis.; James Simpson, New York City; William M. Richardson, Philadelphia, Pa.; C. D. Sturtevant, Omaha, Neb.; William Dalrymple, Minneapolis, Minn.; George A. Aylsworth, Kansas City, Mo.; J. H. Beusse, Athens, Ga.; J. S. Waterman, New Orleans, La.; A. S. McDonald, Boston, Mass., and W. W. Pollock, Mexico, Mo.

**J. L. King:** I move the report of the Nominating Committee be accepted, with the thanks of the Association, and that the secretary be authorized to cast the vote of the Association for the nominees named.



SECOND VICE-PRESIDENT JOHN D. BAKER

ern and classic dances, Miss Wava Osborne, soprano, and Gene Green from Shea's Theater, all contributed to the evening's enjoyment.

#### The Registration

A  
C. Lee Abell, Buffalo, accompanied by Mrs. C. Lee Abell; Harold L. Abell, Buffalo; Fred Abel, Cleveland, Ohio; Henry Adema, Lackawanna Railroad, Buffalo; William B. Adie, Eastern Grain Company, Portland, Maine; L. C. Acree, Lynchburg Milling Company, Lynchburg, Va.; Robert Alexander, LaFayette, Ind., accompanied by Mrs. Alexander and Mrs. Bryant; C. Edgar Allen, Allen Milling Company, Niagara Falls, N. Y.; W. N. Allen, Farmers Syndicate, Inc., Cortland, N. Y.; Roger G. Annan, St. Louis, Mo.; Charles N. Armstrong, Buffalo, N. Y.; D. Anderson, National Milling Company, Toledo, Ohio; W. E. Ashe, Buffalo, accompanied by Mrs. W. E. Ashe; W. J. Ashton, Syracuse Milling Company, Syracuse, N. Y.; G. S. Attmore, Jr., with J. A. Meadows, New Bern, N. C.; H. G. Atwood, American Milling Company, Peoria, Ill.; O. E. Auerbach, Armour Grain Company, New York; C. W. Austin, Chicago, Ill.; George A. Aylsworth, Kansas City, Mo.

B  
A. C. Barbeau, The S. Howes Company, Silver Creek, N. Y.; Adin Baber, with Dexter Baber, Dudley, Ill.; John E. Bacon, "American Grain Trade," Chicago; S. D. Bailey, S. D. Bailey & Co., Wanatah, Ind.; Richard Baird, Washburn-Crosby Company, Buffalo, N. Y.; John D. Baker, Jacksonville, Fla.; L. H. Baker, Michigan Millers Mutual Fire Insurance Company, Lansing, Mich.; H. I. Baldwin, H. I. Baldwin Company, Decatur, Ill.; Joseph T. Baldwin, Buffalo, accompanied by Mrs. J. T. Baldwin; R. C. Baldwin, Baldwin Grain Company, Bloomington, Ill.; J. O. Ballard, St. Louis, Mo.; E. Bangasser, Buffalo Commercial, Buffalo, accompanied by Mrs. Bangasser; M. L. Barbeau, The S. Howes Com-

pany, Silver Creek, N. Y.; M. F. Baringer, Philadelphia, Pa.; H. J. Berry, Indianapolis, Ind., accompanied by Mrs. Berry; F. M. Bartlett, Churchill Grain & Seed Company, Buffalo, accompanied by Mrs. F. M. Bartlett and Jeannette H. Bartlett; G. W. Bartlett, Churchill Grain & Seed Company, Hamburg, N. Y.; C. A. Barlow, Electric Grain Elevator Company, Buffalo, accompanied by Mrs. Barlow; Chas. Bayman, La Rue, Ohio; Earl C. Bear, Bear Grain Company, Hicksville, Ohio, accompanied by Mrs. Bear, Irwin and Wayne Bear; C. F. Beardsley, Picker & Beardsley Commission Company, St. Louis, Mo., accompanied by Mrs. C. F. Beardsley; Sam Beaumont, McKenna & Rodgers, Chicago; G. W. Beaven, Lamson Bros. & Co., Chicago; W. E. Beck, Indianapolis, Ind., accompanied by Mrs. W. E. Beck; F. G. Bell, Gilchrist & Co., McGregor, Iowa; Robert Bell, Bell & Houser, LaFayette, Ind.; Wallace M. Bell, W. H. Bell Company, Milwaukee, Wis.; N. G. Bennett, Bennett & Hammond, McComb, Ohio, accompanied by Mrs. Bennett; Matthew D. Benzaquin, Boston, Mass.; C. A. Bergman, *Co-operative Manager & Farmer*, Minneapolis, Minn.; C. Bernet, St. Louis, Mo., accompanied by Mrs. Bernet; A. S. Betts, New York; Chas. Betts, A. E. Betts & Son, Forest, Ind., accompanied by Mrs. Chas. Betts; Geo. P. Bissell, Central City, Neb., accompanied by Mrs. Bissell; A. B. Black, Chas. Kennedy & Co., Buffalo, accompanied by Mrs. Black; Edgar B. Black, Kennedy & Co., Buffalo, N. Y., accompanied by Mrs. Black; C. P. Blackburn, Baltimore, Md., accompanied by Mrs. Blackburn, Miss W. F. Blackburn, Miss E. S. Blackburn; J. M. Blaine, Daugherty & Co., Derby, Ohio; W. A. Blair, Atchison, Kan.; C. H. Blanke, Blair Elevator Company, Atchison, Kan.; L. H. Blankenbaker, Rich & Blankenbaker, Sidney, Ill., accompanied by Mrs. Blankenbaker; Eugene S. Blasdel, Plains Grain Company, Amarillo, Texas; F. W. Blazy, Cleveland, Ohio; E. F. Boerner, U. S. Department of Agriculture, Washington, D. C., accompanied by Miss Beulah Smith and Miss Margaret Birdsied; H. E. Boney, Boney & Harper Milling Company, Wilmington, N. C.; Geo. E. Booth, Lamson Bros. & Co., Chicago; G. F. Booth, Buffalo; R. Lourdon, Niagara Falls, N. Y.; Geo. S. Boss, The S. Howes Company, Silver Creek, N. Y.; H. E. Botsford, Detroit, Mich.; T. Morgan Bowen, Hecker, Jones, Jewell Milling Company, Buffalo; Geo. A. Bowman, B. R. & P. Railway, Buffalo; H. E. Bowman, Findlay, Ohio; Jas. H. Bowne, New York, accompanied by Mrs. Bowne; Bert A. Boyd, Bert A. Boyd Grain Company, Indianapolis, Ind., accompanied by Mrs. Boyd; D. L. Boyer, secretary, Missouri Grain Dealers' Association, Mexico, Mo.; W. C. Boyle, Farmers Elevator Company, Morning Sun, Iowa; O. F. Brady, Brady Bros., Payne, Ohio, accompanied by Mrs. Brady; W. G. Bragg, Richmond, Va., accompanied by Mrs. Bragg; Charles J. Brand, chief of Bureau of Markets, U. S. Dept. of Agriculture, Washington D. C.; Alfred Brandeis, Louisville, Ky.; A. A. Breed, chief grain inspector, Milwaukee Chamber of Commerce, Milwaukee, Wis., accompanied by Mrs. Breed; C. H. Breyman, J. F. Zahm & Co., Toledo, Ohio, accompanied by Mrs. Breyman; W. S. Bricker, Payne Equity Exchange Company, Payne, Ohio; A. L. Briggs, Jackson Center, Pa., accompanied by Mrs. Briggs and Alma Briggs; Henry M. Brouse, Brouse-Skidmore Grain Company, Cincinnati, Ohio, accompanied by Mrs. Brouse; Clark Brown, Des Moines, Iowa, accompanied by Mrs. Brown; Frank H. Brown, Frank H. Brown Company, Omaha, Neb., accompanied by Mrs. Brown; Will F. Brown, Raub Grain Company, Raub, Ind.; Fred D. Budd, Ely & Budd, Rochester, N. Y.; C. M. Bullitt, Henderson Elevator Company, Henderson, Ky.; F. F. Burnham, Taylor & Bournique Company, Buffalo; Basil Burns, Burns Grain Company, Buffalo; W. B. J. Burns, Globe Elevator Company, Buffalo, accompanied by Mrs. Burns; H. T. Burns, Burns Grain Company, Buffalo, accompanied by Mrs. Burns; M. C. Burns, Buffalo, accompanied by Mrs. Burns; Frederick Brueck, Globe Elevator Company, Buffalo, accompanied by Mrs. Brueck; C. M. Burrow, Little Rock, Ark.; H. H. Bushey, Haviland Equity Exchange Company, Haviland, Ohio; V. E. Butler, Minneapolis, Minn.; A. L. Briggs, Jackson Center, Ohio, accompanied by Mrs. Briggs.

## C

Ellis W. Cody, Churchill Grain & Seed Company, Auburn, N. Y.; F. C. Cain, Cleveland, Ohio; J. M. Cain, The Desher Farmers Elevator Company, Desher, Ohio; Jas. E. Cairnes, Chicago; R. G. Calvert, Celina, Ohio; Guy Cameron, Hayes Grain & Corn Company, Little Rock, Ark.; Edwin L. Camp, Toledo, Ohio, accompanied by Mrs. Camp; D. M. Cash, Detroit, Mich., accompanied by Mrs. Cash; M. Y. Cassel, Dayton Grain & Lumber Company, Dayton, Ind.; Seth Catlin, chief grain inspector, Boston, Mass.; Seth Catlin, Jr., Boston, Mass.; W. H. Chambers, Omaha, Neb.; John W. Chamberlin, *Modern Miller*, Buffalo; L. S. Churchill, Churchill Grain & Seed Company, Buffalo, accompanied by Mrs. Churchill; E. F. Clapham, Taylor & Bournique Company, Boston, Mass.; Arthur Chase, Milmine, Ill., accompanied by Mrs. Chase; A. W. Clark, Cleveland, Ohio; Chas. G. Clark, Cleveland, Ohio; Charles S. Clark, *Grain Dealers' Journal*, Chicago; Frank Clarke, Sheldon Elevator Company, Sheldon, Ill.; A. B. Clemmer, secretary, Commercial Exchange, Philadelphia, Pa., accompanied by Mrs. Clemmer; U. F. Clemons, Marshall, Okla.; C. H. Cochran, Washburn-Crosby Company, Buffalo, accompanied by Mrs. Cochran; J. H. Cofer, J. H. Cofer & Co., Norfolk, Va.; V. L. Cofer, Norfolk, Va., accompanied by Mrs. V. L. Cofer; Geo. S. Colby, chief grain inspector, New Orleans Board of Trade, New Orleans, La.; Geo. V. Cole, Bushnell, Ill.,

accompanied by Mrs. Cole; C. A. Coleman, Vanderveer, & Coleman, Lyons, N. Y.; Frank A. Coles, The Coles Company, Middletown, Conn.; Chas. E. Collard, Buffalo, accompanied by Mrs. Collard; Fred J. Collins, Urmston Grain Company, Buffalo; Jno. E. Collins, Jr., Cincinnati, Ohio; Frank B. Combe, Barker & Bennett, Albany, N. Y.; Tom F. Connally, Clarendon, Texas; James A. Connor, St. Louis, Mo.; P. D. Connors, chief grain inspector, Corn Exchange, Buffalo, accompanied by Mrs. Connors; W. P. Connor, St. Louis, Mo.; A. M. Cooke, Syracuse Milling Company, Syracuse, N. Y., accompanied by Mrs. Cooke; Horace Cook, Boston, Mass.; O. W. Cook, Columbus, Ohio, accompanied by Mrs. Cook; H. E. Cook, C. & O. Railroad, Norfolk, Va.; W. T. Cornelison, Peoria, Ill.; Chas. Costenboder, Taylor & Bournique Company, New York; J. M. Couch, J. M. Couch & Co., Bennetts' Switch, Ind.; C. S. Coup, Toledo, Ohio; J. M. Coup, Saginaw Milling Company, Saginaw, Mich.; W. R. Coverston, Urmston Grain Company, Indianapolis, Ind.; J. V. Covington, Rex Mill & Feed Company, Nashville, Tenn.; F. S. Cowgill, Bartlett, Frazier Company, Chicago; A. A. Cowles, Mystic Milling & Feed Company, Rochester, N. Y.; Henry F. Cram, Logan & Bryan, Buffalo, N. Y.; Milton Crowe, Buffalo, accompanied by Mrs. Milton Crowe; Jack Ceeckaheeg, Muncie Grain Company, Muncie, Ind.; E. H. Culver, chief grain inspector, Toledo Produce Exchange, Toledo, Ohio; W. W. Cummings, J. F. Zahm & Co., Toledo, Ohio; John J. Cunningham, with Geo. E. Pierce, Buffalo; Fay R. Current, J. M. Current & Sons, Homer, Ind.; M. A. Current, M. A. Current & Co., Danville, Ill.; A. M. Curtiss, Buffalo, accompanied by Mrs. Curtiss; E. T. Cusenboder, E. T. Cusenboder & Co., Sidney, Ohio; W. A. Cutler, Cutler & Dickinson Company, Adrian, Mich.; Fred L. Crossey, Boston, Mass.

## D

W. Daniels, Buffalo, accompanied by Mrs. Daniels; A. M. Daugherty, Daugherty & Co., Derby, Ohio; J. A. Daugherty, Nashville, Tenn.; A. C. Davis, Buffalo; A. R. Davis, Foreman & Davis, Hillisburg, Ind.; Earl M. Davis, Sauers Grain Company, Danville, Ill.; H. G. Davis, Steel & Payne Co., Charleston, W. Va.; H. G. Dehring, Curtice, Ohio, accompanied by Mrs. Dehring; E. E. Delp, E. E. Delp Grain Company, Bourbon, Ind.; H. J. Dering, Phelps & Sibley Company, Cuba, N. Y., accompanied by Mrs. Sibley, W. F. Sibley and G. T. Sibley; James S. Denyven, Buffalo; H. Deverell, Baltimore, Md., representing Weller Manufacturing Company, Chicago, accompanied by Mrs. Deverell; H. H. Dewey, Peoria, Ill.; John W. Dickson, Chicago; Henry Diependorf, Buffalo; C. D. Dirowsay, Sheldon Elevator Company, Sheldon, Ill.; D. H. Dixon, Goldsboro, N. C., accompanied by Mrs. Dixon; J. L. Doering, Southworth & Co., Toledo, Ohio; W. L. Donaldson, L. V. Railroad, Buffalo, accompanied by Mrs. Donaldson; C. T. Doorty, Doorty-Ellsworth Company, Inc., Buffalo, accompanied by Mrs. C. T. Doorty, Mrs. S. W. Forbes and Miss M. C. Bosworth; H. W. De Vore, H. W. De Vore & Co., Toledo, Ohio, accompanied by Mrs. De Vore; H. B. Dorsey, secretary, Texas Grain Dealers' Association, Fort Worth, Texas; R. F. Douglass, Northwestern Steamship Company, Hamburg, N. Y.; Edwin T. Douglass, Buffalo, accompanied by Mrs. E. T. Douglass; Robert Douglass, Northwestern Steamship Company, Buffalo; John Dower, superintendent of weights, Merchants Exchange, St. Louis, Mo.; W. V. Donner, Townsend-Ward Company, Buffalo, accompanied by Mrs. Donner; William F. Doyle, E. W. Wagner & Co., Buffalo, N. Y., accompanied by Mrs. Doyle; R. H. Drennan, R. H. Drennan Grain Company, Oklahoma City, Okla.; Maurice Dryfoose, Erie, Pa., accompanied by Mrs. Dryfoose; Wm. H. Duffett, Rochester, N. Y.; A. S. Dumont, Dumont-Roberts Company, Detroit, Mich.; J. W. T. Duvel, U. S. Dept. of Agriculture, Washington, D. C.

## E

Allen Early, Early Grain & Elevator Company, Amarillo, Texas; Clarence A. Euler, Baltimore, Md.; D. L. Earley, Bowersville, Ohio, accompanied by Mrs. Earley; L. F. Eaton, Willson & Eaton Company, Amenia, N. Y., accompanied by Mrs. Eaton. Adam Egly, Geneva Milling & Grain Company, Geneva, Ind., accompanied by Mrs. Egly and Miss Vera Egly; E. C. Eikenberry, Eikenberry Bros. Company, Camden, Ohio, accompanied by Mrs. Eikenberry, Mrs. L. Eikenberry and Miss Eikenberry; C. H. Elwell, Fulton, N. Y.; H. E. Elgert, Baltimore, Md., accompanied by Mrs. Elgert, Miss Maurine Elgert and Miss Thelma Elgert; V. A. Ellsworth, Doorty-Ellsworth Company, Buffalo, N. Y., accompanied by Mrs. Ellsworth; E. W. Elmore, Elmore Milling Company, Oneonta, N. Y.; Geo. B. Emerson, Globe Elevator Company, Troy, N. Y., accompanied by Miss Emerson; Charles England, Chas. England & Co., Baltimore, Md.; Albert Engle, Buffalo, N. Y.; F. A. Ely, Rochester, N. Y.; F. G. Emmons, Commercial Milling Company, Detroit, Mich.; John H. Ervin, George & Ervin Bros., Jamestown, Ohio; E. J. Eshelman, Lancaster, Pa.; H. Roy Eshelman, Lancaster, Pa.; Edgar H. Evans, Indianapolis, Ind.; Newton C. Evans, "American Grain Trade," Chicago, Ill.; S. Everson, Union Grain & Coal Company, Edgerton, Ind.; M. E. Ewer, Detroit, Mich.

## F

J. Carroll Fahey, John T. Fahey & Co., Baltimore, Md.; E. W. Fairchild, Cleveland, Ohio; Irwin T. Fangbner, Irwin T. Fangbner Company, Bellevue, Ohio; Nelson Fanyo, Watseka, Ill.; G. L. Farrington, General Flour & Feed Company, Syracuse, N. Y.; W. S. Farrington, Buffalo, N. Y.; W. O. Fehling, Philadelphia, Pa.; Sim Fernandes, Murphy Grain Company, Springfield, Ill., accompanied by Mrs. Fernandes; F. G. Femir,

Rochester, N. Y.; E. A. Fitzgerald, Cincinnati, Ohio, accompanied by Mrs. Fitzgerald; Charles Fleming, Sheldon Grain Company, Sheldon, Ill.; John M. Flynn, St. Joseph, Mo.; John O. Foering, chief grain inspector, Commercial Exchange, Philadelphia, Pa.; L. W. Forbell, L. W. Forbell & Co., New York; Joseph Foreman, Hillisburg, Ind., accompanied by Mrs. Foreman; H. A. Foss, Chicago; W. B. Francis, Camden, Ohio, accompanied by Mrs. Francis; William W. Frank, William W. Frank & Son, Frankfort, Ind.; H. L. Risinger, Rockford, Ohio, accompanied by Mrs. Risinger; Fred L. Frost, Buffalo; W. G. Furnas, Furnas-Brown Grain Company, St. Paris, Ohio.

## G

H. C. Gamage, Moore-Seaver Grain Company, Kansas City, Mo., accompanied by Mrs. Gamage; E. R. Gardner, Merchants Exchange, Memphis, Tenn.; W. H. Garner, Anderson-Garner Company, Louisiana, Mo., accompanied by Mrs. Garner; L. F. Gates, Lamson Bros. & Co., Chicago; E. D. George, Brainard Commission Company, Plainfield, N. J., accompanied by Mrs. George; L. S. Gephert, Versailles Grain Company, Versailles, Ohio; Robert Gree, Cuba, N. Y.; H. M. Goldsmith, Elmore Milling Company, Oneonta, N. Y., accompanied by Mrs. Goldsmith; C. W. Goode, Buffalo; A. W. Goodnow, Boston, Mass.; James A. Gould, Minneapolis, Minn.; John M. Graham, Orient Grain Company, Orient, Ohio; George J. Grammer, Buffalo; Nisbet Grammer, Buffalo; O. H. Grandin, Grandin Milling Company, Jamestown, N. Y.; C. E. Graves, C. E. Graves & Co., Weston, Ill., accompanied by Mrs. Graves; C. E. Groce, Circleville, Ohio, accompanied by Mrs. Groce; L. L. Gruss, Mueller Grain Company, Peoria, Ill.; Henry S. Guthrie, Buffalo, accompanied by Mrs. Guthrie; John S. Green, Louisville, Ky.; Erhard R. Gurnthrie, Pioneer Flour Mills, San Antonio, Texas; E. S. Grubbs, E. A. Grubbs Grain Company, Greenville, Ohio, accompanied by Mrs. Grubbs; R. W. Graham, The Liberty Center Grain & Stock Company, Liberty Center, Ohio; J. A. A. Geidel, Pittsburgh, Pa.; P. M. Gale, Indianapolis, Ind.; Joseph Gregg, Sr., Joseph Gregg & Son, Atlanta, Ga., accompanied by Mrs. Gregg; Dan B. Granger, Cincinnati, Ohio; A. F. Gruber, E. E. Delp Grain Company, Philadelphia, Pa.; A. E. Gutteridge, Farmers Feed Company, Buffalo; Paul Garrison, Garrison Grain Company, Milton Center, Ohio; Chas. H. Granger, Fort Wayne, Ind.; F. C. Grentker, Buffalo; J. W. Ginder, Albany, N. Y.; Chas. Garmhausen, Lock Two Grain & Milling Company, New Bremen, Ohio, accompanied by Mrs. Garmhausen.

## H

Joseph Hannes, Buffalo, accompanied by Mrs. Hannes; A. W. Harold, Buffalo, accompanied by Mrs. Harold; H. J. Hannon, with T. J. Stofor, Buffalo, accompanied by Mrs. Hannon; H. C. Harrison, Buffalo, accompanied by Mrs. Harrison; W. C. Hayward, Urmston Grain Company, Indianapolis, Ind., accompanied by Mrs. Hayward; G. A. Hax, G. A. Hax & Co., Baltimore, Md., accompanied by Mrs. Hax; W. B. F. Hax, Baltimore, Md.; E. E. Hamman, Tuscola, Ill., accompanied by Mrs. Hamman; Marshall Hall, Marshall Hall Grain Company, St. Louis, Mo., accompanied by Mrs. Hall; W. E. Harris, Baltimore, Md., accompanied by Mrs. Harris and Miss Ada Cliphauk; Ed Hammel, Pittsburg, Ohio, accompanied by Mrs. Hammel and Miss Mildred; J. F. Hammers, Boston, Mass.; Thos. F. Harcourt, Toronto, Ont.; H. J. Hall, Minneapolis, Minn.; Fred W. Haigh, Toledo, Ohio; W. T. Hale, Jr., Nashville, Tenn.; Geo. Hare, Buffalo; Geo. Harsh, St. Louis, Mo.; Geo. C. Hart, Cleveland, Ohio; J. S. Hazelrigg, Cambridge City, Ind., accompanied by Mrs. Hazelrigg; J. O. Haskell, Bluffton, Ind., accompanied by Mrs. Haskell; John W. Hackworth, Passaic, N. J.; O. B. Hastings, Cairo, Ill.; J. S. Harshwan, Springfield, Ohio, accompanied by Mrs. Harshwan; T. E. Hamman, Milmine, Ill., accompanied by Mrs. Hamman and Miss Theodora Chase; J. W. Hatten, La Salle, Ill.; G. H. Harris, Buffalo; F. F. Henry, Washburn-Crosby Company, Buffalo, accompanied by Mrs. Henry; W. L. Hedrick, Ralston Purine Company, Buffalo, N. Y., accompanied by Mrs. Hedrick; A. S. Heathfield, Boston, Mass.; O. Hedrick, Ralston Purine Company, Buffalo; B. M. Hess, Hess Warming & Ventilating Company, Chicago; H. S. Heffner, Heffner Milling Company, Circleville, Ohio, accompanied by Mrs. Heffner; F. G. Heinmiller, Heinmiller Grain Company, Indianapolis, Ind.; W. J. Heindold, Buffalo; Jo Higdon, Henderson Elevator Company, Henderson, Ky.; Chester P. Hibbard, Elmira, N. Y., accompanied by Mrs. Hibbard, Mrs. S. H. Schutt and Mrs. C. Roe; L. Hill, Indianapolis, Ind.; C. A. Hiegel, Leipsic, Ohio, accompanied by Mrs. Hiegel; Burton R. Hoaglin, Burns Grain Company, Payne, Ohio; W. C. Houck, Buffalo; S. A. Holder, Indianapolis Board of Trade, Indianapolis, Ind.; F. C. Hoose, Kansas City, Mo.; Philip Horn, Horn Bros. Company, Monroeville, Ohio; J. M. Holmquist, Omaha, Neb.; M. W. Howard, O. H. Grandin Milling Company, Jamestown, N. Y.; W. H. Holliday, Merchants Elevator Company, Davenport, Iowa; John W. Horton, Horton & Collins, Garrett, Ill., accompanied by Mrs. Horton, Bessie Horton and Esther Horton; C. M. Husted, Pratt & Co., Buffalo, accompanied by Mrs. Husted and Miss Husted; H. W. Hudson, Armour Grain Company, Buffalo, accompanied by Mrs. Hudson; Paul H. Husted, Pratt & Co., Buffalo, accompanied by Mrs. Husted; P. G. Hunker, Jr., Kennedy Car Line & Bag Company, Shelbyville, Ind.; E. G. Huxnell, Omaha, Neb.; E. Hutchinson, Hutchinson & Son, Arlington, Ind.; T. J. Hubbard, Chatterton & Son, Mt. Pleasant, Mich.; C. R. Huston, Detroit, Mich.; C. E. Hyman, Union Grain &

Coal Company, Payne, Ohio, accompanied by Mrs. Hyman.

C. J. Irvin, Buffalo; Lee D. Irving, chief grain inspector, Louisville, Ky.; Dudley M. Irwin, Buffalo.

A. G. Jenssen, Chicago; J. A. Jossman, Detroit, Mich.; M. L. Jenks, Duluth, Minn.; Geo. C. Jaeger, J. W. Smith & Co., Pittsburgh, Pa.; D. W. Jay, The Jay Grain Company, St. Marys, Ohio; C. O. Jessup, Elwood, Ind.; E. A. Jones, Armour Grain Company, Chicago; Arthur W. Jordan, Boston, Mass.; Chas. D. Jones, Nashville, Tenn.; H. D. Jewett, P. G. Jewett & Sons, Portsmouth, Ohio; Frank Jones, Frank Jones Grain Company, Ridgefarm, Ill.; Dan Joseph, Dan Joseph Company, Columbus, Ga., accompanied by Mrs. Joseph; T. H. Jenkins, Buffalo.

C. Kelly, Buffalo; F. W. Kee, Iroquois Farmers Elevator Company, Sheldon, Ill.; James L. King, Philadelphia, Pa.; M. Kraus, Fort Wayne, Ind., accompanied by Mrs. Kraus; A. A. Kemper, Cleveland, Ohio; H. S. Klein, Taylor & Bournique Company, Chicago; C. H. Kertier, Bradner, Ohio, accompanied by Mrs. Kertier; D. B. Kevil, Sikes-McMullin Grain Company, Sikeston, Mo., accompanied by Miss Margaret Woods and Faye Johnstone; Adolph Kempner, Chicago; A. Kraher, Custar, Ohio; Geo. Krohn, Farmers Grain & Feed Company, Grelton, Ohio, accompanied by Mrs. Krohn; E. R. King, Arcady Farms Milling Company, Chicago; J. D. Kent, Des Moines, Iowa, accompanied by Mrs. Kent; Chas. B. Krohn, Farmers Grain & Feed Company, Grelton, Ohio, accompanied by Mrs. Krohn; H. E. Kinney, Indianapolis, Ind., accompanied by Mrs. Kinney; Jean H. Knox, with William Murray, Champaign, Ill., accompanied by Mrs. Knox; Alex. Klappenbock, Chicago; P. C. Kamm, Milwaukee, Wis.; Wm. M. Krebs, Maple Grove, Md.; E. G. Kiburtz, Grain Dealers National Association, Toledo, Ohio; Geo. L. Kraft, Leipsic Grain Company, Leipsic, Ohio, accompanied by Mrs. Kraft; John Kam, Buffalo, accompanied by Mrs. Kam; Chas. Kennedy, Chas. Kennedy & Co., Buffalo, accompanied by Mrs. Kennedy; Joseph Kam, Buffalo, accompanied by Mrs. Kam; R. F. Karr, Iroquois Farmers Elevator Company, Iroquois, Ill.; Chas. M. Kennedy, Chas. Kennedy & Co., Buffalo, accompanied by Mrs. Kennedy; Chas. F. Knowlton, Buffalo, accompanied by Mrs. Knowlton; H. F. Keitsch, Pratt & Co., Buffalo, accompanied by Mrs. Keitsch; H. P. Kneeland, Electric Grain Elevator Company, Buffalo, accompanied by Mrs. Kneeland.

Geo. Livingston, U. S. Dept. of Agriculture, Washington, D. C.; D. C. Loyd, Waterville Farmers Elevator Company, Waterville, Ohio, accompanied by Mrs. Loyd; John W. Luscombe, Jr., Southworth & Co., Toledo, Ohio; A. E. Lovejoy, Deposit Milling Company, Deposit, N. Y.; Fred J. Lingham, Federal Milling Company, Lockport, N. Y.; H. A. Lawson, Richards & Lawson, Shelbyville, Ind.; Mrs. C. C. Lewis, Lewis Grain Company, Buffalo, N. Y.; Otto Lefforge, Ross-ville, Ind.; G. W. Long, Norfolk, Va.; Guy F. Luke, Peoria, Ill.; O. G. Lang, Geo. F. Lang Milling Company, Delphos, Ohio; Frederic A. Lamp, Boston, Mass.; Sheridan Leatherman, Hoytville Grain Company, Hoytville, Ohio; James C. Legg, Baltimore, Md.; C. Lovell, *Grain Dealers Journal*, Chicago; J. A. Luderholm, Omaha, Neb., accompanied by Mrs. Luderholm; Howard Lipsey, Norris Grain Company, Chicago; John H. Lloyd, Springfield, Ill.; John R. Lofgren, secretary Board of Trade, Peoria, Ill.; G. B. Lansing, Logan & Bryan, Buffalo; Chas. Larson, Gould Grain Company, Minneapolis, Minn.; Henry A. Lederer, Baltimore, Md., accompanied by Mrs. Lederer; D. J. Lynch, Buffalo, accompanied by Mrs. Lynch.

L. E. McAtee, Rantoul, Ill.; E. E. McConnell, McConnell Grain Corporation, Buffalo, accompanied by Mrs. McConnell; J. W. McConnell, Armour Grain Company, Buffalo; J. McCarty, Baltimore, Md.; J. H. McCune, Ipava, Ill.; A. S. McDonald, Boston, Mass.; C. H. McEwan, La Fayette, Ind.; J. F. McElvain, Kansas City, Mo.; J. W. McCord, Columbus, Ohio, accompanied by Mrs. McCord; Geo. C. McDonald, Buffalo; I. S. McDonald, New Albany, Ind.; J. G. McHugh, secretary, Chamber of Commerce, Minneapolis, Minn.; John McHenry, Springfield, Ill.; J. G. McKillen, Buffalo, accompanied by Mrs. McKillen; F. A. McLellan, Buffalo, accompanied by Mrs. McLellan; J. W. McKenzie, Ridgerton, Ind.; A. C. McKinley, L. E. & W. Railroad, Peoria, Ill.; D. W. McMillen, The McMillen Company, Fort Wayne, Ind.; W. R. McQuillen, Cincinnati, Ohio; M. J. McNiven, E. W. Wagner & Co., Buffalo; S. J. McTiernan, Huntley Manufacturing Company, Silver Creek, N. Y.

Fred Mayer, J. F. Zahm & Co., Toledo, Ohio, accompanied by Mrs. Mayer; Chas. F. Macdonald, secretary, Board of Trade, Duluth, Minn.; Norman P. Macpherson, Buffalo, accompanied by Mrs. Macpherson; W. J. Mahood, R. D. Elwood & Co., Pittsburgh, Pa.; Ren Martin, Herb Bros. & Martin, Pittsburgh, Pa.; C. A. Magnuson, Minneapolis, Minn.; J. H. Meglewray, Buffalo; T. M. Merritt, Brooklyn, N. Y.; Geo. F. Munson, chief grain inspector, Cincinnati, Ohio; Jno. M. Miller, McClure Elevator Company, McClure, Ohio; G. Ellsworth Meech, Middletown, Conn.; Barton Millard, Omaha, Neb.; T. G. Moore, Fort Worth, Texas, accompanied by Mrs. Moore; C. O. Miller, Tyrone, Pa., ac-

companied by Mrs. Miller; L. A. Morey, New York; William W. Moon, Geo. F. Moon & Co., Binghamton, N. Y.; C. R. Mitchell, Ashmore, Ill., accompanied by Mrs. Mitchell; J. H. Morrow, Morrow Grain Company, Wabash, Ind., accompanied by Mrs. Morrow; Wm. S. Miles, P. B. & C. C. Miles, Peoria, Ill.; H. J. Murdoch, Boston, Mass.; Sam Meyer, McInnis Grain & Elevator Company, Vicksburg, Miss., accompanied by Mrs. Meyer; C. H. Monnier, C. H. Monnier & Son, Oriskany, N. Y.; R. L. Morrell, *Grain Dealers Journal*, Chicago; O. C. Moore, Pillsbury Flour Company, Buffalo; Geo. J. Meyer, Buffalo, accompanied by Mrs. Meyer; F. D. Mohnike, Wever, Iowa; John P. Murphy, with Geo. E. Pierce, Buffalo, N. Y.; B. F. Maier, Globe Elevator Company, Buffalo, accompanied by Mrs. Maier; M. J. Moore, Buffalo; H. T. Morey, Buffalo, accompanied by Mrs. Morey; C. D. Menzie, Urmston Grain Company, Indianapolis, Ind.; F. J. Maurer, F. J. Maurer, Inc., Buffalo, accompanied by Mrs. Maurer; H. M. Mullendorf, Rohrsersville, Md., accompanied by Mrs. Mullendorf; J. W. Morrison, Lexington Roller Mills Company, Lexington, Ky.; A. Mennel, Toledo, Ohio; L. H. Murray, Peoria, Ill.; Morris F. Miller, L. F. Miller & Sons, Philadelphia, Pa.; Robert Morris, Commercial Exchange, Philadelphia, Pa.; Wm. G. Mason, E. W. Wagner & Co., Buffalo; M. Mayer, South Whitley, Ind., accompanied by Mrs. Mayer; O. S. Murray, Symerton, Ill.; William Murray, Champaign, Ill., accompanied by Mrs. Murray; G. C. Martin, Jr., Goffe & Carkener Company, St. Louis, Mo.; Earl Mitchell, Kansas, Ohio; Thomas E. Moran, Chicago, Ill., accompanied by Mrs. Moran; Arthur H. Mitchell, "American Grain Trade," Chicago; Godfrey Morgan, Buffalo; Alex. Moore, Hulburd, Warren & Chandler, Chicago;

Milling Company, Buffalo, accompanied by Mrs. Olmsted; F. J. Otis, Boston, Mass.; Fred E. Ogden, Banner Milling Company, Buffalo, accompanied by Mrs. Ogden; Richard C. O'Keefe, with Geo. E. Pierce, Buffalo, accompanied by Mrs. O'Keefe; T. J. O'Brien, Buffalo, accompanied by Mrs. O'Brien; Ed. G. Odenweller, The Odenweller Milling Company, Ottoville, Ohio; Chris. O'Leary, Boston, Mass.; Thomas C. O'Brien, Erie Railroad, New York, accompanied by Mrs. O'Brien; W. K. Olbeur, Montmorenci Elevator Company, Montmorenci, Ind.

W. H. Perrine, Chicago; W. S. Powell, Board of Trade, Cairo, Ill.; A. C. Petermeyer, Odebolt, Iowa, accompanied by Mrs. Petermeyer; J. W. Patterson, The Patterson Company, Greensboro, N. C.; A. V. Perrill, Xenia Grain Company, Xenia, Ohio; J. F. Panitt, Malinta Grain Company, Malinta, Ohio; C. S. Patten, Patten & Gike, Morristown, Ind.; L. T. Purdy, Boston, Mass.; J. A. Peterson, Baltimore, Md.; P. W. Pritchard, Nashville, Tenn.; Mark W. Pickell, *American Co-operative Manager*, Chicago; Geo. B. Powell, Omaha Grain Exchange, Omaha, Neb., accompanied by Mrs. Powell; T. A. Pass, Indianapolis, Ind., accompanied by Mrs. Pass; L. W. Putnam, St. Louis, Mo.; A. C. Palmer, Tioga Mill & Elevator Company, Waverly, N. Y.; C. E. Patterson, John Wickenhiser & Co., Toledo, Ohio; Geo. F. Powell, St. Louis, Mo., accompanied by Mrs. Powell, Mrs. O'Rourke and Miss O'Rourke; L. C. Poland, Payne, Ohio, accompanied by Mrs. Poland; Fred B. Pridmore, New York, accompanied by Mrs. Pridmore; Fred E. Pond, secretary Corn Exchange, Buffalo, accompanied by Mrs. Pond; Geo. E. Pierce,



AT THE EDGE OF THE AMERICAN RAPIDS

H. H. Moyer, Richmond Manufacturing Co., Lockport, N. Y.; R. M. Morgan, New York, accompanied by Mrs. Morgan; V. J. Maulbank, Butler Milling Company, Butler, Ind., accompanied by Mrs. Maulbank; S. P. Mason, Omaha, Neb., accompanied by Mrs. Mason and Mrs. W. G. Mason; F. A. Markley, Baltimore & Ohio Railroad, Buffalo; J. R. Murrel, Jr., Cedar Rapids, Iowa, accompanied by Mrs. Murrel; B. B. Minor, Indianapolis, Ind.; E. J. Meadows, Jr., New Bern, N. C.; Geo. M. Malsbary, Farmers Grain & Seed Company, Darlington, Ind.; J. S. Moon, Lynchburg, Va.; J. W. Melone, Baltimore & Ohio Railroad, Fostoria, Ohio; Thomas L. Moore, Dunlop Mills, Richmond, Va.; A. I. Merigold, Boston, Mass., accompanied by Mrs. Merigold; F. M. Montgomery, Indianapolis, Ind.; T. A. Morrisson, Frankfort, Ind., accompanied by Mrs. Morrisson; J. H. Motz, Motz-Cook Grain Company, Brice, Ohio; Geo. D. Morgan, Richmond, Va.; P. H. Monks, Michigan Central Railroad, Chicago; Carl D. Menzie, Urmston Grain Company, Indianapolis, Ind.; John H. Myers, Columbus, Ohio.

Henry Neff, Salamanca, N. Y.; accompanied by Mrs. Neff; H. H. Newell, Rogers Grain Company, Chicago, Ill., accompanied by Mrs. Newell; H. J. Niswonger, Arcanum, Ohio; J. L. Nessly, Memphis, Tenn., accompanied by Mrs. Nessly; William H. Noyes, Chicago; C. E. Noyes, Jackson, Mich., accompanied by Mrs. Noyes; Thos. Newbill, Nashville, Tenn., accompanied by Mrs. Newbill; E. A. Nordstrum, Omaha, Neb.; D. E. Newhall, Buffalo; M. M. Nowak, Buffalo, accompanied by Mrs. Nowak; Hayden Newhall, Buffalo, N. Y.

W. J. O'Laughlin, Washington, D. C., accompanied by Mrs. O'Laughlin; H. E. O'Bryan, Owensboro Grain Company, Owensboro, Ky., accompanied by Miss Mary E. O'Bryan and Mrs. Pearl Steward; F. D. Oldorf, Churchill Grain & Seed Company, Buffalo, accompanied by Mrs. Oldorf; G. W. Olmsted, Niagara Falls

Buffalo, accompanied by Mrs. Pierce; Frederick G. Pierce, Buffalo; Perry E. Pratt, Pratt & Co., Buffalo, accompanied by Mrs. Pratt; M. Purcell, Buffalo, accompanied by Mrs. Purcell; M. Pluethner, Buffalo, accompanied by Mrs. Pluethner; John A. Parks, Lamson Bros. & Co., Buffalo, accompanied by Mrs. Parks; J. B. Pultz, Philadelphia, Pa.; S. E. Provoost, Armour Grain Company, Buffalo, accompanied by Mrs. Provoost; J. O. Pape, Fowler, Ind., accompanied by Mrs. Pape; C. A. Powers, Powers Elevator Company, Genoa, Ohio; R. D. Patten, Ansted & Burk Company, Springfield, Ohio; O. H. Paddock, Toledo, Ohio, accompanied by Mrs. Paddock; E. P. Peck, Omaha, Neb., accompanied by Mrs. Peck; C. W. Palmer, Jewell Grain Company, Jewell, Ohio; Arthur L. Phillips, Richmond, Va.; W. P. Palmer, Palmer Milling & Grain Company, Celina, Ohio, accompanied by Mrs. Palmer; L. H. Peters, Boston & Albany Railroad, Boston, Mass.; Frank E. Phillips, Richmond, Va.; Walter G. Peterkin, New York.

W. R. Quentin, Urmston Grain Company, Buffalo, accompanied by Mrs. Quentin; Charles Quinn, secretary Grain Dealers National Association, Toledo, Ohio.

F. B. Ris, Buffalo; J. Frank Ryley, John T. Fahey & Co., Baltimore, Md.; Glenn Roberts, Hancock Co-operative Elevator Company, Findlay, Ohio; O. C. Robinson, Robinson Grain Company, Deshler, Ohio; Frank M. Rosekrans, Philadelphia, Pa., accompanied by Mrs. Rosekrans; Charles C. Robinson, New York; Charles C. Ramey, New York; A. C. Robinson, St. Louis, Mo., accompanied by Miss Robinson; S. M. Ratcliffe, Buffalo, accompanied by Mrs. Ratcliffe; J. J. Rammacher, Buffalo, accompanied by Mrs. Rammacher; Louis W. Rammacher, Buffalo, accompanied by Mrs. Rammacher; F. H. Riefsteck, with S. M. Ratcliffe, Buffalo; C. A. Rouse, Erie Railroad, Indianapolis; C. A. Russell, U. S. Dept. of Agriculture, Wash-

ington, D. C.; H. H. Richardson, Whitney & Gibson, Buffalo, N. Y., accompanied by Mrs. Richardson; M. G. Rietz, Buffalo, accompanied by Mrs. Rietz; M. P. Ryley, Globe Elevator Company, Buffalo, accompanied by Mrs. Ryley; J. V. Rose, E. W. Wagner & Co., Buffalo; Geo. B. Ross, Kansas State Grain Inspector, Kansas City, Kan.; J. Rouse, Verona, Ohio, accompanied by Mrs. Rouse; C. W. Reed, E. Crosby & Co., Brattleboro, Vt.; Chas. A. Rache, Boston, Mass.; Rudolph Raabe, Raabe Bros., Ft. Jennings, Ohio; C. G. Robinson, Memphis, Tenn., accompanied by Mrs. Robinson and Mrs. E. W. Clapp; James J. Rodgers, Richardson Bros., Philadelphia, Pa.; D. R. Risser, Vaughansville, Ohio; R. E. Russell, Long Dock Mills, Jersey City, N. J.; Charles Rockwell, Chicago; J. T. Roberts, Nashville, Tenn.; C. S. Reed, Windfall Grain Company, Windfall, Ind.; J. M. Ranking, Rankin Bros., Cambridge, Neb.; A. Ringlein, Hamler Grain & Stock Company, Hamler, Ohio; Geo. A. Roberts, Omaha, Neb.; H. W. Reimann, Wm. Wading Grain Company, Shelbyville, Ind.; A. E. Reynolds, Crabbs-Reynolds-Taylor Company, Crawfordsville, Ind.; Chas. B. Riley, secretary Indiana Grain Dealers Association, Indianapolis, Ind., accompanied by Mrs. Riley; Geo. F. Rogers, Clarksburg, W. Va., accompanied by Mrs. Rogers; S. L. Rice, Metamora, Ohio; L. H. Rich, Indianapolis, Ind.; H. W. Robinson, Cleveland, Ohio; John A. Ruff, The Elmira Elevator Company, Elmira, Ohio; H. D. Raddatz, H. D. Raddatz & Co., Toledo, Ohio; A. G. Rudolph, "American Grain Trade," Chicago; H. A. Rumsey, Rumsey & Co., Chicago; Edw. M. Richardson, Philadelphia, Pa.; Ed. Rick, Northwestern Steamship Company, Buffalo, H. E. Richter, Cincinnati, Ohio; Herman J. Ruff, Troy, N. Y.

## S

Wm. L. Stephens, with Geo. E. Pierce, Buffalo, accompanied by Mrs. Stephens; T. J. Stofer, Buffalo, accompanied by Mrs. Stofer; John B. Stouten, Buffalo; F. J. Schonhart, Electric Grain Elevator Company, Buffalo, accompanied by Mrs. Schonhart; H. Clay Shaw, Taylor & Bournique Company, Buffalo, accompanied by Mrs. Shaw; Geo. Shultz, Simons Day & Co., Buffalo, accompanied by Mrs. Schultz; W. D. Sanderson, Lehigh Valley Railroad, Buffalo; C. E. Sheahan, Thornton & Chester Milling Company, Buffalo; Jno. A. Seymour, Jr., Buffalo, accompanied by Mrs. Seymour; C. V. Singleton, Seaboard Feed Company, Henderson, N. C.; S. D. Scott, Norfolk, Va.; Philip C. Sayles, Grain Dealers National Association, Toledo, Ohio; F. L. Stewart, Pittsburgh, Pa.; J. A. Smith, Toledo, Ohio, accompanied by Mrs. Smith; Hiram N. Sager, J. H. Dole & Co., Chicago, Ill.; J. C. Strong, *Price Current-Grain Reporter*, Chicago, Ill.; W. E. Shelden, Jackson, Mich., accompanied by Mrs. Shelden; Mark Steele, Buffalo; J. G. Stemmle, Payne, Ohio, accompanied by Mrs. Stemmle; Wm. L. Seligman, Buffalo, accompanied by Mrs. Seligman; Harry A. Smith, Buffalo, accompanied by Mrs. Smith; W. E. Swanz, Buffalo, accompanied by Mrs. Swanz; R. W. Searle, Buffalo; Howard J. Smith, Buffalo, accompanied by Mrs. Smith; G. F. Sibley, Phelps & Sibley Company, Cuba, N. Y.; N. C. Sinclair, Empire Flour Mills, Detroit, Mich.; C. D. Sturtevant, Omaha, Neb., accompanied by Mrs. Sturtevant; H. B. Slaughter, Chicago; R. A. Schuster, Rosenbaum Bros., Chicago; H. M. Strauss, H. M. Strauss & Co., Cleveland, Ohio; Charles Swayzer, O. E. Belts & Son, Forest, Ind., accompanied by Mrs. Swayzer; Ed. K. Shepperd, Indianapolis, Ind.; W. W. Suckow, Franklin, Ind., accompanied by Mrs. Suckow; Ed. Stritmatter, Portsmouth, Ohio, accompanied by Mrs. Stritmatter; M. E. Scroggins, Scroggins-McLean Company, Minneapolis, Minn.; H. H. Savage, Marshall Hall Grain Company, St. Joseph, Mo.; D. J. Smith, Lehigh Valley Railroad, Plainfield, N. J.; E. L. Southworth, Southworth & Co., Toledo, Ohio; C. C. Smith, Behymer Bros. Company, Rockford, Ohio, accompanied by Mrs. Smith; J. H. Surk, Ashville Grain Company, Ashville, Ohio; Powell Smith, J. Allen Smith Company, Knoxville, Tenn.; Ed. T. Shell, Jr., Baltimore, Md.; W. B. Stites, Philadelphia, Pa.; R. A. Sheets, R. S. McCague, Ltd., Pittsburgh, Pa.; George E. Stephenson, Rosewood Grain Company, Rosewood, Ohio; Ennis R. Settle, Sheldon Elevator Company, Sheldon, Ill.; W. C. Schroeder, Cygnet Grain & Hay Co., Cygnet, Ohio; J. J. Stream, J. C. Shaffer & Co., Chicago, Ill.; R. S. Stall, R. S. Stall & Co., Thorntown, Ind., accompanied by Mrs. Stall; John H. Shine, J. H. Shine & Co., New Albany, Ind.; H. A. Shepard, *Price Current-Grain Reporter*, Chicago; E. D. Stryker, J. Stryker & Son, Huron, Ohio; Lyman G. Smith, Boston, Mass.; O. G. Smith, Sheldon, Ill.; John W. Snyder, Baltimore, Md.; Jesse Summers, Amelia Grain Company, Amelia, Ind., accompanied by Mrs. Summers; J. D. Spangler, Spangler & Davis, Defiance, Ohio; H. S. Spence, Emporium Milling Company, Emporium, Pa.; W. F. Sibley, Phelps & Sibley, Cuba, N. Y.; James J. Sutton, Niagara Falls, N. Y.; Frazier Shorthill, Danvers Farmers Elevator Company, Danvers, Ill.; C. A. Stevenson, Frankfort, Ind., accompanied by Mrs. Stevenson; A. L. Scott, Pittsburgh Elevator Company, Pittsburgh, Kan., accompanied by Mrs. Scott and Misses Dossa and Ruth Scott; Clyde H. Sunday, Antwerp Equity Exchange Company, Antwerp, Ohio; T. E. Samuel, Farmers Elevator Company, Otterbein, Ind.; J. M. Sale, Studabaker Grain & Seed Company, Bluffton, Ind.; D. B. Sailor, Buell, Mo.; F. R. Slanson, New York; John E. Seaton, John E. Seaton & Son, Sidney, Ind., accompanied by Mrs. Seaton; G. E. Sommers,

Fremont, Ohio; Eugene Smith, secretary, Merchants Exchange, St. Louis, Mo.; Harry E. Simons, E. W. Wagner & Co., Detroit, Mich., accompanied by Mrs. Simons; Carroll Shaffer, J. C. Shaffer & Co., Chicago, Ill.; George Smith, Jr., Lake Odessa, Mich.; Raymond C. Smith, Lake Odessa, Mich.; J. A. Simons, Jr., Smith Bros. Grain Company, Fort Worth, Texas, accompanied by Mrs. Simons; J. F. Springle, Pueblo, Colo.; J. A. Schmitz, Board of Trade Weighing Department, Chicago; H. Schmidt, Cleveland, Ohio; G. J. Siebens, *Southwestern Grain Journal*, Kansas City, Mo.; A. H. Smith, Huntley Manufacturing Company, Silver Creek, N. Y.; J. S. Snapp, Lock Two Grain & Milling Company, St. Marys, Ohio; C. E. Switzer, Switzer & White, Galion, Ohio; B. D. Sparling, Waterville, Ohio, accompanied by Mrs. Sparling; M. E. Schmidt, Illinois Grain Inspection Department, Chicago; T. W. Swift, Detroit, Mich.; Samuel H. Smith, Illinois Grain Inspection Department, Chicago, Ill.; John W. Stackhouse, Etna Green, Ind., accompanied by Mrs. Stackhouse, Lois and Wayne Stackhouse; Isaak B. Seibert, Reading, Pa.; George Schmitt, Cleveland, Ohio; W. C. Seaman, Cleveland, Ohio.

## T

Emery Thierwechter, The Emery Thierwechter Company, Oak Harbor, Ohio; J. H. Tuyden, Urmston Grain Company, Buffalo, N. Y., accompanied by Mrs. Tuyden; K. Threekell, Jackson Center, Ohio, accompanied by Mrs. Threekell and Wayne Threekell; O. J. Thompson, Kokomo, Ind., accompanied by Mrs. Thompson; E. M. Truman, LaFayette, Ind., accompanied by Mrs. Truman; Edgar Thierwechter, Oak Harbor, Ohio; H. G. Tunell, state grain inspector, Minneapolis, Minn.; A. H. Turner, Farmers Elevator Company, Jamestown, Ind.; F. B. Tompkins, Peoria Board of Trade, Peoria, Ill.; E. C. Teegardin, Teegardin Grain Company, Duvall, Ohio, accompanied by Misses May and Alice Teegardin; Joseph Taylor, Jr., Greensboro, N. C.; R. H. Teegardin, Teegardin Grain Company, Antwerp, Ohio; W. R. Tate, Nashville, Tenn.; A. F. Therrien, New York; F. M. Tumbrell, Philadelphia, Pa.; Ben Turner, B. F. Turner & Son, Avery, Ohio; W. R. Tabbert, Ottawa Co-operative Company, Rocky Ridge, Ohio, accompanied by Mrs. A. Schretz and Mrs. E. Triller; Thomas B. Teasdale, St. Louis, Mo., accompanied by Mrs. Teasdale; J. Vining Taylor, secretary, National Hay Association, Winchester, Ind.; Samuel D. Thomas, chief grain inspector, Baltimore, Md.; Harry F. Todd, Simons, Day & Co., Chicago, Ill.; Bennett Taylor, Crabbs-Reynolds-Taylor Company, La Fayette, Ind.; L. E. Thauer, Buffalo; W. E. Townsend, Townsend-Ward Company, Buffalo, accompanied by Mrs. Townsend; Edmund K. Thomas, Whitney & Gibson, Buffalo, accompanied by Mrs. Thomas.

## U

H. M. Unger, Russellville, Ind.; Leroy Urmston, Urmston Grain Company, Indianapolis, Ind.; George P. Urban, George Urban Milling Company, Buffalo; C. W. Urmston, Urmston Grain Company, Buffalo, accompanied by Mrs. Urmston.

## V

Fred C. Vincent, Kansas City, Mo.; D. T. Van Ness, Chicago, accompanied by Mrs. Van Ness; M. L. Vehon, M. L. Vehon & Co., Chicago; M. E. Vesper, Home Grain Company, Versailles, Ind.; S. Van Steinbergh, Frankfort, Ind.; H. A. Van Rump, St. Louis, Mo., accompanied by Mrs. Van Rump.

## W

A. E. Wellman, Pavilion, N. Y., accompanied by Mrs. Wellman; J. A. Walter, Buffalo; R. P. Walden, New York; J. E. Silson, Buffalo; Fred D. Wright, Wellington Milling Company, Anderson, Ind.; W. S. Washer, Atchison, Kan.; M. L. Walldorff, Acme Milling Company, Olean, N. Y.; Dudley A. Wilson, Urmston Grain Company, Buffalo; M. R. Williams, commercial agent, N. & W. Railway, Norfolk, Va.; J. D. Walls, Philadelphia, Pa.; I. A. Willer, Jay Grain Company, Mulberry, Ind.; C. L. Wright, St. Louis, Mo.; T. M. Wade, Memphis, Tenn.; H. C. Wilson, Electric Grain and Elevator Company, Buffalo; E. N. Williams, Liberty Mills, Henderson, Ky., accompanied by Mrs. Williams; Claude Whitney, E. W. Wagner & Co., Toledo, Ohio, accompanied by Mrs. Whitney; S. W. Wilder, Cedar Rapids, Iowa; F. C. Williams, Urmston Grain Company, Indianapolis, Ind., accompanied by Mrs. Williams; J. D. Worsham, Sheldon Elevator Company, Sheldon, Ill.; George Wehring, Cincinnati, Ohio; L. R. Watts, London, Ohio; R. Wright, Farmers Grain & Seed Company, Grelton, Ohio; Clarence L. Williams, Boston, Mass.; Herbert A. Weeks, Boston, Mass.; George A. Wells, secretary, Western Grain Dealers' Association, Des Moines, Iowa, accompanied by Mrs. Wells; Fred Welch, Owosso, Mich.; E. M. Wayne, Delavan, Ill.; C. Wenderoth, Hayes Grain Company, Fort Smith, Ark.; Guy Williams, George Niemeyer Grain Company, Little Rock, Ark.; C. M. Woodward, Western Grain Company, Kansas City, Mo.; George F. Williams, Buffalo; Mark Winchester, official reporter, Toledo, Ohio, accompanied by Mrs. Winchester; J. B. Woodin, Cincinnati, Ohio; F. E. Watkins, Cleveland, Ohio; F. G. Winter, Chicago; E. M. White, White Grain Company, Duluth, Minn., accompanied by Mrs. White; Henry E. Wack, Baltimore, Md.; Howard M. Witbeck, Federal Milling Company, Lockport, N. Y.; Henry D. Waters, Armour Grain Company, Buffalo; George B. Wood, Buffalo, accompanied by Mrs. Wood; C. P. Wolverton, Globe Elevator Company, Buffalo; C. H. Williamson, Buffalo,

accompanied by Mrs. Williamson; H. W. Wohlers, Buffalo; R. D. Ward, Buffalo, accompanied by Mrs. Ward; George Watkins, W. G. Heathfield & Co., Inc., Buffalo; A. S. Ward, Townsend-Ward Company, Fostoria, Ohio, accompanied by Mrs. Ward and Miss Mildred Ward; W. K. Woods, Ralston-Purina Company, St. Louis, Mo.

## Y

Renwick W. Young, Pittsburgh, Pa.; John B. Yeager, Wilkes-Barre, Pa.; J. W. Young, Toledo, Ohio; C. S. Young, Royce & Coon Grain Company, Bowling Green, Ohio, accompanied by Mrs. Young.

## Z

R. Ziesemer, State Board of Grain Appeals, Minneapolis, Minn.; Garnett S. Zorn, Louisville, Ky.

## Buffalo Breezes

The proportion of shippers to receivers was 16 to 1. Patriotism was the middle name of the convention.

Buffalo grain merchants do more than live up to promises—they exceed them.

Eastern exchanges were filled with visitors the few days following the meeting.

An unusually large number of millers were heartily welcomed at the convention.

C. T. Doorty with his megaphone could be heard above the noise of the Falls any time.

Fred Pond didn't sleep during the three days' convention, but eat and—say, that's different!

The treasurer's report showed the Association can keep the wolf from the door for some time to come.

Friends and patrons sat together at the banquet, notwithstanding table numbers and police regulations.

"Gus" Foss can't lose, when abroad, the stamp of Chicago's chief weighmaster. Expert Schmitz carries the weights with him.

Is there an association anywhere that can boast more beautiful ladies than those attending the convention? We're from Missouri.

The wild waves whispered, on the harbor trip, that Buffalo sure had numbers of fine, new terminal storage, transfer and cleaning houses.

J. Vining Taylor, the National Hay Association Secretary, was there, and extended congratulations to Brother Quinn over the large and enthusiastic meeting.

J. J. Rammacher of the Eastern Grain, Mill & Elevator Corporation, provided motor cars daily for inspection trips to the new 4,500,000-bushel Concrete-Central Elevators.

All the prominent grain merchants of Buffalo were hosts, in one form or another, to various parties of visitors. These gatherings were not listed in the general entertainments.

A score or more of representatives at various markets, of E. W. Wagner & Co., of Chicago, were in attendance, and held a meeting in the office of Buffalo manager, W. S. Boyle.

Fred E. Pond and E. P. Peck were among the winners in Bert A. Boyd's duplicate number contest. Prizes were boxes of cigars and many of the ladies who won in a similar contest were the recipients of boxes of candy.

An interested visitor to the convention was W. H. Chambers of Omaha, Neb. Mr. Chambers was elected first secretary at the meeting at the Saratoga Hotel, Chicago, Ill., November 9, 1896, when the Association was organized.

Leroy Urmston, head of Urmston Grain Company of Indianapolis, Ind., brought a party by automobile from Indianapolis consisting of Pliny M. Gale, Carl Menzie and Frank Montgomery of Indianapolis and Geo. M. Malsbary of Darlington, Ind.

George E. Pierce of Buffalo entertained a large party on Wednesday afternoon at his summer home and farm on Grand Island about 15 miles from the city. The guests enjoyed a clam bake and dinner and a sight seeing trip over the estate.

One of the important topics discussed at the convention, in lobby circles, was whether or not Ohio sent more dealers to the meeting than Indiana.

The former was zealously championed by Fred Mayer and the latter by J. S. Hazelrigg.

Will W. Cummings, the genial representative of J. F. Zahm & Co. of Toledo, Ohio, received the congratulations of his friends on his admission to partnership in the firm. Jos. F. Streicher was taken in as a member at the same time, effective October 1.

Among those making long distance trips by auto were Earl M. Davis of Sawers Grain Company, Chicago, Ill., who motored to the convention with Frank Jones of Ridge Farm, Ill., and party; Mr. and Mrs. E. A. Grubbs also drove through from their home in Greenville, Ohio.

B. M. Hess of the Hess Warming & Ventilating Company of Chicago showed all those interested in driers the new No. 8 Hess Drier at the Concrete Central Elevators. This drier which has been in operation about a month has a capacity of 15,000 bushels per hour.

The motorman on the first car loaded at Niagara Falls for the Gorge trip either received no instructions or failed to read them as the car made no stop on the Canadian side for the group picture. Fortunately, the handsomest ladies, as the picture shows, were in the remaining cars.

The delegates to the meeting from the Millers National Federation were F. G. Emmons of Detroit, Fred J. Lingham of Lockport, N. Y., W. H. Duffett of New York, Geo. A. Urban of Buffalo. Mr. Emmons who was on the job early in the meeting had some difficulty in locating his colleagues.

Samples of wheat and dockage sieves illustrating the methods of determining dockage were displayed in an exhibit by the department of grain supervision of United States Department of Agriculture. Representing the Department were: E. G. Boerner, G. L. Livingston, C. A. Russell, W. J. O. Laughlin.

Prominent among the delegation from the Southwest were C. M. Woodward and H. C. Gamage of Kansas City. Mr. Woodward is president of the Western Grain Company and Mr. Gamage is with the Moore-Seaver Grain Company. Each expressed satisfaction over the Southwestern outlook and, of course, boomed the Kansas City market.

L. W. Forbell of New York said: "I believe that the Food Administration is pursuing the proper course in the handling of the wheat crop of the country and when their methods are better understood, they will receive the hearty co-operation of the grain trade which will find that instead of keeping them out of business, it will help them to stay in business with the assurity of making a reasonable profit."

H. Clay Shaw, manager of the Buffalo office of Taylor & Bournique Company of Milwaukee, Wis., and Assistant Manager F. F. Burnham were hosts to the following members or associates of the firm: A. R. Taylor, secretary of Milwaukee; E. F. Clapham, manager of the Boston office; Chas. Costenbader, manager New York office; F. M. Turnbull, manager of office at Philadelphia, and H. S. Klein, manager of the Chicago office.

It was observed that H. H. Savage, St. Joseph manager for Marshall Hall Grain Company of St. Louis, Mo., and Secretary Eugene Smith of the St. Louis Merchants' Exchange with D. L. Boyer, secretary of Missouri Grain Dealers Association, declined all invitations to dinner. Sleuths, put upon their trail, reported they hied each evening to a neighboring inn, where they expended their yen on luscious chicken, and various other kinds of Chink chop suey.

Representatives of machinery and supply houses in attendance were A. C. and M. L. Barbeau and George S. Boss of The S. Howes Company, Silver Creek, N. Y.; H. Deverell, representing the Weller Manufacturing Company of Chicago, Ill.; S. J. McTiernan and A. H. Smith, with Huntley Manufacturing Company, Silver Creek, N. Y.; H. H. Moyer of Richmond Manufacturing Company, Lockport, N. Y.; P. H. Hunker, Jr., secretary of the Kennedy Car Liner & Bag Company, Shelbyville, Ind.

With over 300 ladies in attendance, it was no easy job to take care of them individually and see that they all had a good time. However, the Buffalo

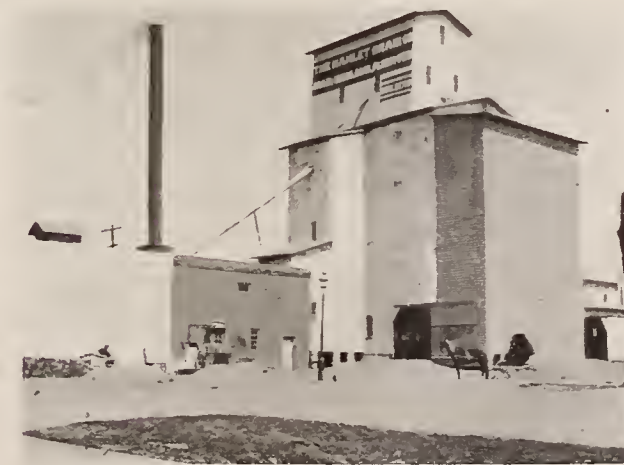
ladies were equal to the task and the visitors went away charmed with their hospitality. The members of the Ladies' Entertainment and Reception Committee were: Mrs. C. T. Doorty, chairman; Mrs. Basil Burns, Mrs. H. T. Burns, Mrs. C. C. Lewis, Mrs. E. E. McConnell, Mrs. J. G. McKeller, Mrs. F. A. McLellan, Mrs. M. M. Nowak, Mrs. George E. Pierce, Mrs. S. C. Provoost and Mrs. J. J. Rammacher.

An unusual number of useful or attractive souvenirs were given out during the convention. These included paper weights with mirror attachment by Monarch Engineering Company of Buffalo, N. Y.; scarf pin made from velvet bean by Dan Joseph Company, Columbus, Ga.; war map of Europe with valuable facts by Bert A. Boyd Grain Company of Indianapolis, Ind.; map of Buffalo and map showing location of all lake grain elevators with interesting facts about the Concrete-Central and Iron Elevators, by Eastern Grain, Mill & Elevator Corporation, Buffalo, N. Y.; celluloid tooth pick cases by J. F. Zahm & Co. of Toledo; bronze match safes by Doorty-Ellsworth Company, Buffalo, N. Y.; bronze pocket cigar cutter by Charles Kennedy & Co., Buffalo, N. Y.; feather ornaments by Willis E. Shelden of Jackson, Mich.; cartridge pencils by White Grain Company of Duluth, Minn.; lead pencils by J. W. Smith & Co. of Pittsburgh, Pa.; Brouse-Skidmore Grain Company, Cincinnati, Ohio, and Powers Elevator Company of Genoa, Ohio; pearl watch fobs by Urmston Grain Company of Indianapolis and Buffalo; envelope opener by Chippewa Feed & Grain Company of Buffalo.

## NEW INDIANA ELEVATOR

When the Farmers Elevator at Hamlet, Ind., burned down about two years ago a group of men who operate elevators at different points in Indiana and Ohio united to erect a new house at Hamlet. These men are B. T. Dolser, Walkerton, Ind.; H. M. Brown, Mechanicsburg, Ohio; D. G. McFadden, Ridgeville, Ind.; J. C. Palmer, Ashland, Ohio; W. T. Palmer, Celina, Ohio, and C. E. McFadden of Hamlet, the latter being manager of the new house, and, with the others, a director.

The elevator has a capacity of 60,000 bushels, and is equipped for both local and transit work,



ELEVATOR OF THE HAMLET (IND.) GRAIN COMPANY

having both wagon and car dumps, although as yet but little transit work has been done.

The equipment of the house is very complete. There are four elevator legs; two Invincible Grain Cleaners; an Invincible Oat Clipper; a corn sheller; a drier; Fairbanks Hopper Scales; and a 100-horsepower steam engine.

The house is constructed on the cribbed plan and in its internal arrangement is designed for rapid and economical handling of all grain.

THE Canadian Northern Railway, in a recent report, states that 100,000,000 bushels of grain were loaded and handled over that line in Western Canada during the crop year which ended on August 31. About 88,953 cars of grain were handled over the western lines of this system, 60,551 being moved through to Port Arthur, at the head of the Great Lakes Navigation in Canada.

## CANADIAN CONTROL DIFFERENT

The control of the grain trade in Canada is vested, by an order in Council, in the Board of Grain Supervisors, a governing body of 11 members, made up of every element in the trade. This Board has power to fix prices, and has done so, but it cannot buy or sell wheat as does our Food Administration Grain Corporation. Future trading is abolished.

The Board has no power to commandeer grain on the farms, and its only power at the elevators is to enforce the sale of grain at the price it has set. However, if the owner of grain in an elevator refuses to sell, the Board can direct shipment of the grain at the stipulated price.

Following are the prices which are basis in store public terminal elevators at Fort William and Port Arthur:

1. Manitoba Northern .....	\$2.21
2. Alberta red winter .....	2.18
3. Manitoba Northern .....	2.15
1. Alberta red winter .....	2.21
2. Alberta red winter .....	2.21
3. Alberta red winter .....	2.15

Prices on the other grades of wheat will be fixed as soon as sufficient information about the quality of the new crop has been secured by the board.

Flour millers in the interior west of Fort William and Port Arthur will be permitted to pay in excess of the fixed prices a maximum of one cent per bushel diversion charge.

The Board has decided that the prices on wheat loaded out of elevators in Canada licensed as private, hospital or mixing elevators shall be as follows: The prices fixed as above, grade for grade, will be maximum prices on wheat loaded or shipped out of such elevators. Minimum prices will not be more than four cents less than the fixed price, grade for grade. The buyer in addition, pays the jobbing charges.

In a recent market letter, Thompson Sons & Co., of Winnipeg, described the present Canadian practice as follows:

In Canada the Government has nothing to do with the buying or selling of the wheat. The farmers sell to the buyers at country points, or they ship their wheat by carloads to the terminal elevators, consigned to commission merchants, who sell it, as the farmers' agents, to millers or to shippers who supply the Eastern Canadian milling trade, or to The Wheat Export Company (the appointed agents of the British Food Administrator). Under the present regulations, in both the United States and Canada, it would seem that the usual export firms, many of whom are of long and very high standing in the grain trade, are being put out of business, for the time being at least.

Recent orders of the Board are as follows:

Order No. 9: It is hereby ordered by the Board of Grain Supervisors for Canada that the moneys collected pursuant to Order No. 8 of the Board of Grain Supervisors for Canada, be used as a fund out of which there shall be paid the carrying charges on street wheat at country points in addition to such administration expenses as may be considered proper by the Board.

Order No. 10: It is hereby ordered, for the purpose of supplementing Order No. 8 of the Board, there shall be paid to the Board upon all shipments of wheat by rail or boat from Fort William or Port Arthur a charge of 2 cents per bushel if destined to Canadian points, and not less than 2 cents and not more than 4 cents if destined to points outside of Canada. These charges shall be paid to the Lake Shippers' Clearance Association, the duly authorized agents of the Board, and must be paid before shipment is made.

Regulation No. 1: The Board of Grain Supervisors for Canada hereby notifies shippers of grain from country points that they must make their own arrangements for the selling or handling of their grain. The Board of Grain Supervisors for Canada does not receive consignments of grain and accepts no responsibility for handling, inspection, or anything connected with the consignment of grain.

THE owner of a 600-acre alfalfa ranch near Burnstead, N. D., clipped a third cutting of alfalfa and got 1,600 tons, valued at \$22,000.

H. A. FELTUS, representing Minneapolis grain shippers, filed a claim for hearing before the Interstate Commerce Commission at Chicago, Ill., relative to loss of grain through leaking and shrinkage. The witness said that although the shipment showed a material decrease in weight at point of delivery, the shippers were forced to pay on the original weight.



Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription 1.75 " "

#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, OCTOBER 15, 1917

#### ON BILLING CARS

**W**E OFFER no excuse in emphasizing once more the necessity of care in loading and billing cars. Unless there is complete co-operation between shippers and the railroads, the difficulties will be greatest this year than last, for the volume of freight to be moved will be much increased. Already the effects of this co-operation are manifest, for with only 3 per cent increase in rolling stock, the railroads report a 20 per cent increase in volume of freight moved. This is partly due to heavier loading and more rapid loading and unloading, for which the shippers are to be thanked, and partly to the increased efficiency of the roads and better distribution of cars. ¶ There is still one factor that can be improved which was brought out in a recent address by H. C. Barlow before the Industrial Traffic League. It is in routing cars. "We find a lot of business, if you please," said Mr. Barlow, "coming from Minneapolis, going into the Southeast, routed via Cincinnati, and Cincinnati is blockaded, embargoed. The business is held up in Chicago, when Evansville and Louisville are open, but as the shipper has the right to route his freight, the stuff lies there until they can get in touch with the shipper to determine whether he will permit it to go through some other gateway. Therefore, I would suggest to you, try as much as you can to permit diversion of freight to other gateways, when the gateway through which you have routed your freight is embargoed, and you will save a lot of time and you will save adding to already over-congested gateways." ¶ The congested cen-

ters change from time to time so that shippers should keep posted through their local agents as to the best routing for every car shipped, or leave the routing to the railroad company. And in every case the billing should go forward with the car.

#### NO FIXED PRICE AT ELEVATORS

**T**HE Food Administration has been besieged with requests from farmers and elevator operators, to set a price for wheat at country stations on the basis of the fixed price at terminal markets. The difficulty of this step was pointed out by Mr. Brand when he said that after investigating 175 elevators the actual cost of handling wheat was found to vary from 15 cents as one extreme, to 9 mills per bushel as the other. An average could be struck, of course, but to only a small percentage of elevator would this average be fair. Many houses would be forced out of business, and others would derive profits wholly out of proportion to their investment or services performed. ¶ It is obvious that farmers, like any other business men, will have to pay for unfavorable location in the lower prices they receive at the stations where handling costs are heavy. ¶ The plea of the elevators which desire the fixed country price is based on the competition with mill elevators which are paying more than shippers can afford. This situation, however, is due to the extraordinary anxiety of the mills to get wheat, at any price almost, and is a condition brought about by temporary scarcity and not by any action of the Food Administration. It is the ghost of the law of supply and demand, the only mortal evidence of that abused axiom, which will be laid next year if our promises of a bumper crop comes true.

#### A USEFUL EXPERIMENT

**T**HE Chamber of Commerce of the United States is taking a referendum vote of its membership on the report of a special committee as follows:

1. The committee recommends additional legislation to create authority to control prices during the war;
  2. The committee recommends that authority to control prices should extend to all articles which have importance in basic industries as well as in war, and which enter into the necessities of everyday life;
  3. The committee recommends that authority to control prices should extend to raw materials and finished products;
  4. The committee recommends that authority to control prices should extend to the prices the public pays as well as those paid by the government;
  5. The committee recommends that authority to control prices should be administered by a small executive board appointed by the president;
  6. The committee recommends that an agency working in harmony to distribute available supplies to those purchasers whose needs are most directly related to the public welfare;
  7. The committee recommends that each leading industry and trade should create a representative committee to represent it in conference and to advise with agencies that control prices and distribution.
- ¶ Control of prices necessitates practical control of industry, and industrial control is state socialism. The grain trade in all its activities would be affected, as the prices of all grain and

their products would be dictated from Washington, just as the wheat price is made now. ¶ As an experiment in economics this war is serving a useful purpose. Most of the countries engaged have adopted the principle of centralized administration of all national activities, and after some 60 years of theorizing on the subject we are now having an actual demonstration of socialism. A few months of it will give us a clearer idea of its good and bad features than years of argument. ¶ As an experiment, however, Germany and England are providing all the data necessary. What we are concerned with in America is whether or not so revolutionary a change is mandatory or best for the successful prosecution of the war. Or it can be put in another way: Now that we have begun to disregard the law of supply and demand and have arbitrarily set prices on some commodities, can we stop? Can we preserve a balance between the producer and consumer without regulation all along the line? ¶ Since the above was written President Wilson has announced that on November 1 the distributors of 20 fundamental foods will be licensed and no excess profits will be allowed. Prices will be fixed to "protect the patriot against the slacker in business." The balance is being preserved in the only obvious way.

#### THE SPIRIT OF THE CONVENTION

**T**HE great grain convention at Buffalo, the official report of which appears in this issue, was vastly different from any meeting of the Grain Dealers National Association in the past. The overwhelming impression it conveyed was of war,—war with all its losses and sacrifices, all its confusion and revolution of trade practices, but a war so just, so inevitable, so pregnant of high motive and inspiration, that no man hesitated, individually or collectively, to dedicate his all to the Government, and forget self-interest for the great issue at stake. ¶ Association business, unless it had to do with the national crisis, was almost neglected, except so far as to show that the watchful guardians of the grain trade were not asleep, and were fully aware of all the important changes that were appearing but which were dwarfed into temporary insignificance by the vastly greater issue which is the sole business of every American today. ¶ The entire report is so full of important information and inspired messages, that it should be read in its entirety by every member of the grain trade in the United States.

#### BE SURE YOU ARE RIGHT

**T**HE discussion following Mr. Barnes' address at Buffalo disclosed the fact that certain orders and announcements of the Food Administration Grain Corporation have been variously interpreted at the different divisional offices of the Corporation, with the result that the trade was confused on several points of importance. Mr. Barnes cleared up many doubtful issues and gave assurance that all details of grain regulation were receiving attention and that the trade would be advised as rapidly as possible as different points were decided. There is little fear of future misunder-

standing. ¶ To be certain that you have the right impression of the Administration's policy, however, do not fail to read that address and the discussion, not only because it is first-hand information, but also because it is a powerful patriotic message to the trade.

## MORE THAN AN INVESTMENT

THE new issue of \$3,000,000,000 of Liberty Bonds is more than a chance to invest spare cash in a good investment. It is one of the few opportunities of the stay-at-homes to show that they are back of the Government with as much earnestness and enthusiasm as are the hundreds of thousands of young men who have enlisted voluntarily to face death in the trenches or on the seas, or the millions who have registered and stand ready to take their part in the great game. It is another answer to the German propaganda in Russia, that the American people are not back of the war. It is our reply to La Follette and his ilk, and a challenge to the world that American ideals are still dearer to us than foreign gold. In addition it is a perfectly safe investment, free of ordinary taxation, paying 4 per cent interest. Buy one of the bonds of the Second Liberty Loan of 1917.

## OCTOBER CROP REPORT

WHEAT, oats, barley and rye reports in October can be accepted as pretty accurate estimates for the year. Corn and buckwheat are uncertain in a season as cold and backward as this. The Government estimate for winter wheat is not changed from last month, 417,347,000 bushels. Spring wheat lost 6,800,000 bushels, making the present estimate 242,450,000. ¶ Oats, a bumper crop, gained 47,400,000 during the month, with a present total of 1,580,714,000 bushels. Barley shows 201,650,000 bushels and rye, 56,044,000 bushels. ¶ The heavy frosts of this month do not appear in the corn estimates. September showed a loss of 36,800,000 bushels, leaving a total of 3,210,795,000. Recent observers declare that the cold weather will reduce the yield to 3,000,000,000 bushels, the heavy losses appearing in the northern part of the belt. The buckwheat estimate of 17,800,000 bushels is high considering the frost damage. ¶ Hay is less in volume but of better quality than last year, tame hay showing 76,490,000 tons and wild hay, 15,225,000 tons. The bean crop is the largest ever grown in spite of the loss of 4,100,000 bushels.

## FOOD CONTROL LAW IN COURT

NORTH DAKOTA has challenged the validity of the Food Control Act. According to the *Journal* of New Salem, N. D., an elevator operator in that town has been made defendant in a suit in which he is alleged to have issued storage tickets for a longer period than 30 days. The state is bringing the suit in a friendly spirit to test the constitutionality of the law. ¶ Section 5 of the Act gives authority to the President or his agents (the Food Administrator) to license elevators and

to prescribe regulations for their operation. One of the first regulations under this authority was, that the facilities for storage be not granted to others than the Food Administration or its agents for a period longer than 30 days in respect to wheat and rye. ¶ The law is a war measure limited to the duration of the war, and made necessary by the vital urgency of the world food shortage. Just what section of the Constitution is threatened by this 30-day provision is not stated, but even without supplemental legislation, the Constitution implies rather wide powers on the President in emergencies of this character. But perhaps North Dakota doesn't know that the nation is at war.

## ONE ELEVATOR EVERY 24 HOURS

THAT was the fire record in the grain trade of America up to the first of this year. Since we entered the war the average has been reduced materially, because owners have been impressed with the urgent need of care and watchfulness in the interests of conservation of food. It shows that much of our fire losses in the past were the result of carelessness. ¶ After a recent elevator fire the local paper congratulated the company because it was well insured and because it had only 33,000 bushels of wheat in stock, all of which was lost. Insurance money can't be eaten; the grain that was burned is lost to the hungry world. ¶ Only 33,000 bushels of wheat! Only the bread ration for a year for 4,319 soldiers! Only enough flour to keep 20,000 Belgian children alive through the winter months! The high cost of carelessness must be paid by someone, but how much better it is to pay it before the fire.

## RAILROAD LEASES

HOPE is held out that the Interstate Commerce Commission will set an early date for a hearing on railroad leases and the liability clauses in sidetrack agreements. The injustice of making a lessee responsible for conditions over which he has no control is manifest, but the railroads are insistent in demanding that elevator owners on railroad property assume liability, such as contained in the following clause which appears on a railroad lease:

It being further understood by both parties hereto that the above described premises are in dangerous proximity to the tracks and other property of the party of the first part, and that there is danger of injury or destruction by fire or other causes incident to the operation of a railroad, the party of the second part accepts this lease subject to such danger and agrees to and does remise, release and quitclaim the party of the first part from all claims or actions for damages arising from the construction, location or operation of the said railroad and its appurtenances.

¶ This clause not only endangers an elevator's whole capital investment without a chance to recover for negligence of the railroad, but it also makes it difficult to secure insurance, and also makes the elevator operator liable for injury or death of persons meeting accident on the leased property even though the negligence of railroad employes was directly responsible. ¶ When the hearing takes place the grain trade will have opportunity to see the effect of its entire and united influence, and it should be prepared to make that influence felt in all its force.

## EDITORIAL MENTION

An elevator in war time is not private property, it is a public trust.

Wheat is moving more freely. Minneapolis recently had 820 cars in one day.

Inflammable material around an elevator deserves an iron cross from the Kaiser.

The stamp tax of 2 cents per \$100 on future trades goes into effect on December 1.

Cornmeal, fresh vegetables, fruit and fish. We have them in abundance and won't starve on the diet.

The stove hazard is with us again. Beware the old stove unless connections and piping are spark proof.

The produce crops of Iowa are worth  $\frac{2}{3}$  of a billion dollars this year. That sounds like good business for Liberty Bonds.

Weevil, rats and mice have no place in elevators this season. Fumigation, trap and poison are the weapons against them.

Good belting is economical, no matter how much it costs. When belting is high is the time to save your money by buying the best.

All grades of wheat under No. 3 are treated as sample grades by the Grain Corporation and are sold on their merits according to milling value.

The storage fleet at the head of the lakes, Buffalo and other ports, will be small this year as provision has been made to transfer many of the lake boats to ocean service during the winter.

Mills of 75 barrels capacity are now to be licensed and under the agreement with the Milling Division of the Food Administration can only buy wheat from producers and the Grain Corporation.

Northwestern shippers seem to confuse the Grain Standards Act and the Food Control Act. The latter is a war measure and has nothing whatever to do with standards. Federal grades are here to stay.

When labor trouble disrupts the work in public elevators in Canada the Government promptly takes over the plant. Leslie Boyd, K. C., chairman of the Board of Grain Commissioners, has also been appointed director of elevators.

Out of a net earning of \$20,230.29, the Farmers' Elevator at Velva, N. D., showed a profit of \$619.65 on screenings. This is in line with the experience of many country elevators and demonstrates the undoubted value of the separator. Keep the dockage at home; it is worth good money.

C. D. CARLISLE  
Kansas City.

# NEWS OF THE TERMINAL MARKETS

JOS. ROSENBAUM  
Chicago.

## LIKES UNITED STATES METHODS

The Canadian Board of Grain Supervisors has recommended to the Canadian Minister of Trade and Commerce the adoption in Canada of a grain grading system similar to that in vogue in the United States and a flour control policy patterned after the United States Food Administration.

## TO SELECT NEW SECRETARY

The committee appointed to select a new secretary for the Chicago Board of Trade is composed of J. J. Stream, H. H. Newell, J. J. Bagley, Adolph Kempner and W. H. Perrine. The committee has held a meeting, but does not expect to make any recommendations to the Board of Directors for upwards of a month.

## COTTON TO BE INCLUDED IN FUTURE TRADING

The question is being considered by the Chicago Board of Trade of including trading in cotton for future delivery, and cottonseed oil. It is expected that trading will start as soon as adequate storage room is secured and necessary standards and rules are adopted. Chicago is said to be the largest consuming market for cottonseed oil in the world.

## DIRECTORS UPHOLD RATE

The directors of the Chicago Board of Trade recently had for consideration a petition signed by a number of receiving houses asking that the maximum commission charge for handling cash wheat, corn, rye and barley be reduced from 1 per cent to 1½ cents a bushel.

The directors held that the existing rate is necessary because of increased expenses.

## ELECTION AT MINNEAPOLIS

The election of officers on the Minneapolis Chamber of Commerce early in October resulted as follows: President, C. A. Magnuson; vice-president, William Dalrymple. Board of Directors: John McLeod, C. A. Brown, H. P. Gallaher, W. T. Fraser, J. B. Gilfillan, John E. Fritsche.

Board of Arbitration: F. J. Seidl, H. D. Gee, Jas. D. Lamb. Board of Appeals: H. G. Fertig, J. A. Mull and W. J. Russell.

## NEW BOARD OF TRADE BUILDING

There is shown on the Exchange floor of the Chicago Board of Trade a plaster model of the Board's new \$5,000,000 home, which will be erected on the present site as soon as the war is at an end.

The entrance of the building will be at the north and south ends, with offices on the ground floor, and a corridor through the center. The trading hall will occupy the second floor and will be about the same dimensions as the present one, 19,734 feet, with height of 55 feet. It is said the plans of the new building has given general satisfaction to the membership.

## FOOD CONTROL

Our Boy Solomon of Toledo says:

"Food bill grants great power. Co-operation has not secured the desired results. Food administration favors lower prices. It will now require a license for all persons engaged in the import, manufacture, storage and distribution of certain food stuffs. It will include meat packers, cold storage warehouse men, millers, canners, elevators, grain dealers, wholesale distributors and retailers doing more than \$100,000 per year. It will not include the

farmer who is the greatest speculator. It says there must be no speculation in foods. How can you equalize prices without? There are seasons of plenty and later seasons of scarcity. Get your license before November. President Wilson will soon issue the proclamation."

## NEW ORLEANS' NEW INSPECTOR

When the New Orleans Board of Trade lost, through resignation, the services of W. L. Richeson as chief inspector last month, it was fortunate in having within its own Inspection Department a man who was capable of carrying on the high ideals of the service which had come to be recognized in market under Mr. Richeson's leadership.

George S. Colby started his career in 1890 as a helper to the grain inspector for the Kansas City

CHIEF INSPECTOR GEORGE S. COLBY  
New Orleans (La.) Board of Trade

Board of Trade, and in a short while was commissioned as inspector by the Kansas City Board of Trade and continued in the employment of this Exchange until about 1896 or 1897, when a law was passed by the State of Kansas creating a State Inspection Bureau.

Mr. Colby's merit and ability was immediately recognized and he was appointed as state grain inspector and was stationed at Coffeyville in charge for two years, when he resigned and moved to Kansas City and started into business there as a private inspector. After two or three years in Kansas City as private inspector, Mr. Colby accepted a position as grain inspector at New Orleans with the Maritime and Merchants Exchange, and when the Maritime Exchange and the Board of Trade Grain Inspection Departments were consolidated in 1905, he was employed by the Board of Trade as a grain inspector. In 1909 he was appointed assistant chief grain inspector of the New Orleans Board of Trade, Ltd., and continued in this capacity until August 31, 1917, when he was appointed chief grain inspector and weighmaster of the New Orleans Board of Trade, Ltd., succeeding W. L. Richeson who had resigned to become local manager of the

Wheat Export Company, Incorporated, at New Orleans.

Mr. Colby's entire business career has been associated with the inspection and mixing of grain, and he is recognized as one of the best judges of grain in this country.

The Grain Department, under Mr. Colby's leadership, will continue to render as efficient service as in the past, and all employees in this department are the same men who served under Mr. Richeson, the entire department being kept intact.

The appointment of Mr. Colby met with the unanimous approval of the entire grain trade doing business in and through New Orleans, and as he is a man in his early forties, and possessing, as he does, the confidence of the entire grain trade, there is every reason to believe he will prove a worthy successor to Mr. Richeson.

## UNSETTLED CONDITIONS

Simons, Day & Co. of Chicago in late letter urge caution as follows: "We suggest purchases of corn on all breaks from this level, always keeping in mind the unsettled condition of offerings, as war and peace news affect the market in a way that it is hard to trade when the big swings are on—so that caution is a thing to keep before one all the time."

## STOCKS ACCUMULATING SLOWLY

Harris, Winthrop & Co. of Chicago, Ill., have the following to say of wheat: "The movement to terminals continues relatively small and stocks are accumulating very slowly. Milling demand is good and all offerings find a ready demand. About 75 per cent of the sowing has been done in the Southwest and stand is reported satisfactory. Insect damage so far is unimportant."

## MOST PROMINENT FACT

Lamson Bros. & Co., Chicago, report on corn: "The fact that stands out most prominently in the situation is the Government's attitude toward advancing prices. A serious effort is being made in all quarters to reduce the cost of cereals and their products. The backing which the Government is giving this movement and the tenor of the news from Germany are likely to put a quietus on bullish endeavors."

## BIG TRADE IN OATS

Rumsey & Co. of Chicago say of oats: Receipts, however, while running below a year ago, are still over the 1,000,000-bushel mark per day. A big trade is running in oats as no maximum restrictions are in force to contend with, and, until a more pronounced run of oats from the interior to terminal markets is experienced, the declines will continue to attract large investment buying on all slumps, as has been the case both yesterday and today."

## SUSTAINED PREMIUMS ASSURED

Pope & Eckhardt Company, Chicago, say October 11: "The corn premiums current over regular December, for December, or for December-January shipment look, and compared with the price relationship in normal years, are quite attractive and on a full crop mean big returns to the grower. Competition for the early arrivals, especially for the fairly dry and good quality will be sharp and continuous; that in itself will be a good reason for

sustained premiums until the crop movement assumes fairly large proportions. There will be spots where 'to arrive' sales will be the right thing."

#### STRICT CONTROL FOR GRAIN EXPORTS

The Export Administration Board, Washington, D. C., has issued a statement impressing upon grain elevator owners at lake and seaboard points, the necessity of taking out a license before loading a vessel with grain. Very frequently of late, vessels have been loaded with grain and the Exports Administration Board has been unable to grant the desired license, thus involving the loss of unloading and possible deterioration.

The statement in effect, makes clear that the licenses for the food grains are issued only with the approval of the Food Administration, and every effort is being made to subject grain exports to the strictest control.

#### GOOD ENROLLMENT

The Board of Trade of the City of Chicago Signal Corps School under Captain F. W. Sherwood and Sergeant Angus Chassels now has 360 students enrolled. The school occupies the basement floor of the Board of Trade Building and instructs in the international code and flag signalling. The stu-



CAPT. F. W. SHERWOOD

dents also drill every day in the Board smoking room under the direction of Lieut. Whiteside.

The Board of Trade Signal Corps School is the outgrowth of a direct appeal by the United States Government through Colonel Leonard D. Wildman of the Signal Corps, for help in securing operators for the army.

About June 20 a meeting of the various representatives of the private wire houses with the Government officials was held and the need laid before them. A committee was immediately named to take up the work, the following named gentlemen being selected unanimously: R. I. Mansfield, chairman; A. F. Lindley, secretary; F. J. Case, Edw. Thompson, Chas. Shedd and A. G. Delaney.

This committee immediately formulated plans and on July 1 the school was opened with a recruiting office in Room 12, Board of Trade Building, and Captain F. W. Sherwood was placed in charge.

The school has grown rapidly until now it occupies commodious quarters. It has equipment for teaching 250 to 300 men and maintains classes both day and night.

It already has furnished several quotas of men to the Government. It teaches the fundamentals of telegraphy in from 6 to 10 weeks. The class of

young men being recruited is the best imaginable.

The teaching is done largely by the private wire operators employed by the Board of Trade private wire houses and as they are the most skillful in their profession they make exceptional instructors.

#### NO CHANGE IN CORN FUTURES

At a conference of grain merchants from leading exchanges held in the Chicago Board of Trade rooms October 11 it was decided that the maximum price on corn futures should remain in force. Some time ago a movement was started to have the maximum prices removed on the ground that the figures were below the commercial value of the corn. Sentiment has changed, however, not only on account of the large crop but due also to statements by the Food Administrator that everything that tends to enhance food values should be discouraged.

#### SHOULD BE AROUND NORMAL

E. W. Wagner & Co., Chicago, say: "The average of October 11 low prices in corn and oats may prove a safe limit in near by sessions, but the markets face the pressure of considering the arrival of 15c hogs and \$1 corn. The 1917 corn crop is a record and that word means something.

"The weekly Government report (October 10) points to a record merchantable corn crop. Bulk of corn matured before the October 5 and 9 frosts, except in Iowa and Northern Ohio Valley states—and in this territory 75 per cent was safe.

"The corn situation cannot compare with 1915, and the movement during December should be around normal."

#### CHANGES IN MEMBERSHIP

*Baltimore.*—New members of the Chamber of Commerce are: H. L. Thomas, J. H. Reigle, A. L. Cummings, and J. A. Costello. The following have been transferred: C. B. Watkins, J. H. Reese, V. H. Brun and R. H. Lyell. Reported by Secretary Jas. B. Hessong.

*Chicago.*—Memberships on the Board of Trade have been granted to John H. Hall, John C. McCormick, John P. Gibbons, Ailey W. Harwood, Herman C. Grabs, Sherman J. Brown, Fred'k H. Teller, John J. Fennelly and Wm. H. Holmes. Benj. E. Saveland, Wm. H. Martin, F. A. Mosher, Wm. Werner, Peter F. Smith, Frank C. Crowell, Est. of J. C. F. Merrill, F. M. O. Donnell and O. C. Wetmore have transferred their memberships. Reported by Acting Secretary W. M. Blowney.

*Kansas City.*—Harry P. Seward has been admitted to the Board of Trade on transfer from R. R. DeArmond. Reported by Secretary E. D. Bigelow.

#### TERMINAL NOTES

The Godfrey-Blanchard Company of Minneapolis, Minn., is being represented on the road by J. J. Schmitz.

The Cunningham Commission Company of Little Rock, Ark., has arranged to build a corn mill and warehouse.

Clifford B. Sawyer is traveling in the Northwest for Stair, Christensen & Timmerman of Minneapolis, Minn.

Incorporation papers have been filed by the Lowe-Adams Grain Company of Wichita, Kan. Capital stock is \$10,000.

The Canada Atlantic Grain Company of Winnipeg, Man., has been incorporated with a capital stock of \$100,000.

Al L. Hess, formerly with Dan B. Granger & Co. at Cincinnati, Ohio, is now with the Bureau of Markets at Washington, D. C.

Frank S. Butler has discontinued his grain business in Canada to represent the Woodward-Newhouse Company of Minneapolis, Minn.

Logan & Bryan of Chicago, Ill., announce that Rockwood, Bloom & Harry will represent them at Sheridan, Wyo., and at Billings and Bozeman, Mont.

A strike among elevator employes at Fort William and Port Arthur, Canada, was settled by the Canadian Government taking over control of the

terminals for the period of the war and for three months thereafter.

Joseph P. Kelso of the Wernli-Anderson Company, Minneapolis, Minn., has become connected with the Thompson-McKinnon Company of Chicago, Ill.

F. W. Losee, formerly with Parker & Graff on the New York Produce Exchange, has become associated with the grain firm of Schiltheris & Co.

Lee Savage, formerly in the St. Joseph office of Marshall Hall Grain Company of St. Louis, Mo., is now representing the firm in Illinois and Iowa.

The fall meeting of the St. Louis Grain Club of St. Louis, Mo., was held October 4 at the Bellevue Country Club, at which a very interesting program was given.

The first car of new corn to reach the Kansas City market arrived there October 3. It was from Oklahoma, dry enough to shell and sold for \$1.68 a bushel.

The Grain By-Products Company of St. Louis, Mo., has incorporated with capital stock of \$5,000. Incorporators are Louis Helfer, W. A. Greene, and J. K. Reiser.

The Taylor & Bournique Company of Milwaukee, Wis., opened an office at Philadelphia, Pa., on October 15. It is in room 204, Lafayette Building, with F. M. Turnbull in charge.

The W. M. Bell Company of Milwaukee, Wis., is now represented in Iowa and Nebraska by A. E. Anderson. Mr. Anderson has his headquarters at Algon, Iowa.

L. E. Harmon, for a number of years past president of the Buffalo Cereal Company of Buffalo, N. Y., has removed to Boston, Mass., where he will reside in the future.

E. A. Warner, former traffic manager for the Pillsbury Flour Mills Company of Minneapolis, Minn., has engaged in the grain brokerage business in that market.

E. G. Hudnall, formerly in the grain brokerage business at Omaha, Neb., is now associated with the Buffalo office of Taylor & Bournique Company of Milwaukee, Wis.

The R. V. Seward Grain Company operating a line of elevators in Missouri, has removed its offices from Hardin, Mo., to the Board of Trade Building, Kansas City, Mo.

The Hallet & Carey Company of Minneapolis, Minn., has added to its line of elevators by the purchase of 12 houses along the Canadian Northern Railroad in Saskatchewan.

Morton Spielman, formerly associated with Noyes & Jackson of Chicago and the Board of Trade sampling department, left Chicago October 9 to join the Signal Corps at Ft. Riley, Kan.

H. R. Scott, formerly connected with the United Grain Growers' Association of Canada, has engaged in the grain business at Winnipeg, Man., under the style of H. R. Scott Grain Company.

E. Percy Miller, member of the well known hay firm of Albert Miller & Co. of Chicago, has joined the Division of Markets and Marketing of the Food Administration as volunteer assistant.

The St. Joseph Wheat Corporation of St. Joseph, Mo., has been incorporated with a capital stock of \$10,000 fully paid. The incorporators are John M. Flynn, Thomas P. Gordon and J. M. Dally.

John D. Edminston, former chief clerk and registrar, has succeeded J. F. Sullivan as deputy chief grain inspector at East St. Louis, Ill., for the Illinois State Grain Inspection Department.

F. R. Warrick, formerly connected with the Elwood Grain Company of St. Joseph, Mo., has accepted the position of sales manager for the Moore-Lawless Grain Company of Kansas City, Mo.

R. H. Ashton, chairman of the Central Department Committee of the Railroads' War Board, has issued a warning against permitting the accumulation of inflammable material around grain elevators.

F. W. Goeke & Co., who have conducted a grain, feed and flour business at St. Louis, Mo., for upwards of 40 years, has dissolved, and the business is continued by W. C. Dickinson & Co. F. W. Goeke

## TRADE NOTES

The Fisher-Rothschild Grain Company of Omaha, Neb., has filed articles of incorporation to carry on a general grain business. Capital stock is \$15,000 and incorporators are C. V. Fisher and Julian Scott.

The new officers for the coming year of the Winnipeg Grain Exchange are: W. R. Bawlf, president; F. J. Anderson, vice-president; Dr. Robert Magill, secretary; T. J. Irving, assistant secretary.

Among the Toledo grain men who attended the World's series at Chicago were K. D. Keilholtz, H. D. Raddatz, John Husted, R. W. Sheldon, Louis Burlingame, and Claude Whitney.

The Louis E. Sands Company, a large bean firm of Albion, N. Y., have opened an office in the Dime Bank Building, Detroit, Mich., with Gerald Hulett, formerly with the Isbell Bean Company, in charge.

Harry L. Day, who for many years past has been engaged in the grain brokerage business on the New York Produce Exchange, has formed a connection with the grain and stock firm of Maguire & Jenkins.

The Government of Canada has issued an order prohibiting the exportation from Canada of screenings produced in cleaning wheat and other grains to all destinations abroad other than the United Kingdom, British possessions and protectorates.

The grain exporting firm of Knight & McDougal of Chicago and New York was dissolved September 30 by the retirement of Robert McDougal. The business is continued by Knight & Co., with F. H. Teller of New York and S. J. Brown of Richmond, Ind., as new members.

A special feature of a recent issue of Southworth & Co.'s weekly *Market Review*, of Toledo, Ohio, was a portrait of John W. Luscombe, commemorating the tenth anniversary of his association with the firm. The *Review* said a number of nice things about John but didn't prove them. It wasn't necessary. Everybody believes them.

The Farmers Terminal Grain Company has been organized at Minneapolis, Minn., to carry on a general grain commission business. Capital stock is \$100,000. Offices are in the Corn Exchange Building. The company will be represented on the road by J. P. Fitzgerald, W. P. Sequin, and M. A. Mace.

A committee from the Chicago Board of Trade appointed by President J. P. Griffin to solicit subscriptions for the second Liberty Loan is as follows: A. V. Booth, Harry J. Patten, W. N. Eckhardt, A. F. Lindley, J. E. Bennett, J. B. Carter, J. A. Bunnell, A. W. Cutten, James Norris, Edw. A. James, John F. MacKinzie, D. H. Harris, Lowell Hoyt, J. M. McClean.

Herman W. Ladish, president of the Milwaukee Chamber of Commerce, is chairman of a committee which is soliciting subscriptions to the Second Liberty Loan. An amount approximating \$500,000 is the goal aimed at. This, with the former subscription to the first loan, will aggregate \$1,000,000. Assistants to Mr. Ladish are: Wallace M. Bell, Harry M. Stratton, Hugo Stolly, L. G. Bournique, Secretary Harry A. Plumb, Walter Stern, F. S. Frost, Charles A. Krause, and Geo. D. Weschler.

J. F. Zahm & Co.'s Red Letter, published at Toledo, Ohio, contained the following notice on October 1: "Mr. J. A. Streicher and Mr. W. W. Cummings have this day been admitted to partnership in the firm of J. F. Zahm & Co. Both have been in the firm's employ for many years and are thus rewarded for their efforts and loyalty. This action does not mean that the 'Two Freds' contemplate 'retiring' or 'turning over' any of their labor to the new partners. The said 'Two Freds' will continue 'on the job' just as they've been for the past 25 years, and will give the business their close attention, but with two more working harder than ever for the interests of our customers (as Messrs. Streicher and Cummings surely will) it means just a little bit better service, if that be possible."

MANITOBA, Canada, won the first, second and third prizes in wheat at the recent Twelfth International Soil Products Exposition; first, sweepstakes in oats; first in rye; first in barley, and first and second in flax. S. Birtle of Manitoba was winner of the wheat sweepstakes.

Walter W. Buckholtz has resigned his position as cashier of the First National Bank of Silver Creek, N. Y., to go with the Huntley Manufacturing Company as assistant to President Charles G. Hammond.

Employees of the Goodyear Tire & Rubber Company, Akron, Ohio, have started a fund to buy "smokes" for the Sammys in France. By a special arrangement, the money is to be sent to a tobacco company, which in turn will see that the soldiers get the "smokes."

H. E. Dennie, general manager of the Imperial Belting Company of Chicago, Ill., is now on a trip to the Pacific Coast in the interests of Rexall and Sandow Canvas Stitched Belting, which the Imperial Company specializes on. He will visit the various branches of the company enroute and on the coast.

The Millers Mutual Casualty Insurance Company which has built up a large business among grain elevators and mills since its organization seven years ago, has outgrown its quarters in the Insurance Exchange Building, Chicago, and now occupies the entire 20th floor of the Consumers Building, located at the corner of State and Quincy Streets.

The N. P. Bowsher Company of South Bend, Ind., has embodied in a booklet several reasons why the Bowsher Mill should be given a place in the grain elevator or mill. It will be mailed free on application. The Bowsher Mill has been in service among grain dealers for many years and has an enviable record for meeting all demands made upon it.

Fire Prevention Week, now being observed, calls to mind the Mutual Fire Prevention Bureau of Oxford, Mich. This Bureau was organized to help the grain dealer on all known hazards. More especially, at this time, should the grain man exercise the greatest care in operating his plant, as a fire would be doubly disastrous, owing to the high prices of materials and labor which would enter into its rebuilding or repairs from damage.

Among recent changes in the firm of Huntley Manufacturing Company of Silver Creek, N. Y., was the transfer of S. J. McTiernan from Chicago, where he has acted as Central representative, to the home office, where he will fill the position of general sales manager. Mr. McTiernan has been with the Huntley firm for many years past and is eminently fitted for his new place. He will make arrangements at once to remove with his family from Chicago to Silver Creek.

We are informed that Humphrey elevator service is now considered an indispensable adjunct to every new, up-to-date grain elevator. Elevator owners and operators have had the truth brought to them very many times that the saving of energy and time which this device insures to employees appears over and over again in the shape of dividends. The elevator is manufactured by the Humphrey Elevator Company of Faribault, Minn., who will furnish particulars regarding it to all interested parties.

The Howe Scale Company of Illinois attempts to prove all its claims regarding the Sonander Automatic Grain Scale. This scale has been long known for its accuracy, and its weights are unquestioned in the matter of securing payment of railroad claims. Claims for accuracy are founded on statements in a booklet on accurate weighing, published by the Howe Scale Company of Illinois, which may be secured in Chicago or at any branch office maintained in principal cities. C. A. Fitch is manager of its Minneapolis office; F. L. Rogles manager of the office at St. Louis; W. C. Peak manager of the Kansas City office, and Wil-

liam Schweizerhof is head of the offices at Portland, Ore., and Seattle, Wash.

We have received from Secretary Frank H. Tanner, of Columbus, Ohio, a copy of the Directory of Ohio Flour Mills for 1917. It gives the name and location of all the flour mills in the state, their daily capacity, the amount and kind of grain storage, the product manufactured, and power used to operate the mill.

Sprout, Waldron & Co., of Muncy, Pa., are just completing a new foundry as an addition to their present foundry facilities which have proved inadequate under the large past year's business. The building is 48x132 feet and joins the present foundry on the west. The company will also place on the market very shortly a new Monarch "Gilt Edge" Wheat Peeler and Heater. The machine was designed by an experienced and practical miller and it is claimed that results obtained by passing wheat through this device once are equal to the work of four consecutive scourings by ordinary machines.

#### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of "American Elevator & Grain Trade," published monthly at Chicago, Ill., for October 1, 1917.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator & Grain Trade," and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:  
Publisher—Mitchell Bros. Pub. Co., 431 S. Dearborn St., Chicago, Ill.

Editor—Richard Pride, 1352 Norwood St., Chicago, Ill.

Managing Editor—Newton C. Evans, Evanston, Ill.  
Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give name and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.  
A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.  
M. W. Mitchell, 506 M St., N. W., Washington, D. C.  
M. B. Mitchell, Ottawa, Ill.  
John E. Bacon, 818 Wilson Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,  
Business Manager.

MICHAEL J. O'MALLEY.

(Seal.) (My commission expires March 8, 1920.)  
Sworn to and subscribed before me this 19th day of September, 1917.

## NEWS LETTERS

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

PRESIDENT H. W. LADISH of the Chamber of Commerce is one of the most ardent workers of the city in promoting the Liberty Loan and doing everything possible to further the conservation movement and the other projects now being championed by the Government to promote the war. He has determined that the Chamber of Commerce shall raise not less than \$500,000 of the second issue of the Liberty Loan, whereas the first sale made by the Chamber was approximately \$160,000. He has named as the committee to help him raise the half million: Hugo Stolley, H. M. Stratton, Wallace M. Bell, L. G. Bournique, Walter Stern, F. S. Frost, C. A. Krause, George Weschler, Thomas M. Corcoran and Secretary Harry A. Plumb, the secretary of the Chamber. A very careful canvass is planned of every man connected with the Chamber to get large subscriptions to the Liberty Loan. Every employe of members will also be asked to buy and assistance will be given their workers by the various firms by means of the partial payment plan. Employes of all elevators and other industries allied with the grain trade will also be approached, and the field will be fully covered before October 27, the day for closing sales rolls around.

\* \* \*

Patrick P. Donahue, agent of the Food Administration at Milwaukee, denies that millers were damaged to any extent by the new wheat program of the Government. A statement was made that millers of the city were now compelled to go to Chicago and to Minneapolis to get their wheat since the new marketing policy went into effect. Mr. Donahue declares that millers here have not been buying their wheat in Chicago, but they have been buying it in Milwaukee and Minneapolis as they did before the new wheat program went into effect. Mr. Donahue declares that it is true that some of the flour mills were closed about the time the Government began handling the wheat, but that was due to the fact that millers did not want to carry in stock the old high-priced wheat, which would have to compete with the lower price of the Government.

\* \* \*

Because the Government has assumed charge of the wheat and grain situation in the United States the District Appeal Board of Milwaukee denied a military discharge to James Forestal. He was a grader and inspector of grains and the Chamber of Commerce asked for his exemption from army service because of the technical character of his work. This exemption claim was denied, the argument being made that his place could be filled without great difficulty.

\* \* \*

The Chamber of Commerce has made emphatic protest to the Federal Shipping Board against the policy of withdrawing a large number of ships from the Great Lakes for the ocean service of the Government in conducting the war. The resolution declares that the policy of taking the ships away from the Lakes should be given the most careful attention by the Shipping Board before such action is taken because such diversion of vessels may mean the serious crippling of Great Lakes traffic and add a large burden to the already overtaxed railroads.

\* \* \*

The Chamber of Commerce voted to co-operate with the Food Administration in the matter of

handling wheat and rye as cheaply as possible by changing the old rule of commission charges of 1 per cent of value to 1 cent per bushel. This represents a substantial reduction in handling charges.

\* \* \*

Railroads and shippers' interests in the Milwaukee district will be placed in the hands of two expert committees. Percy C. Eldredge, superintendent of the Milwaukee road, will be chairman of the railway men, and Henry F. Lindsay of Lindsay Bros. Company, will look after the shippers. The appointments were approved by the Traffic Bureau of the Merchants and Manufacturers' Association. The railroads' committee will consist of a representative from each of the lines and a special body will be chosen to look after the shippers' welfare.

\* \* \*

R. F. Zindars and J. K. Thompson, Waterloo, Wis., have been elected to membership in the Chamber of Commerce by the Board of Directors.

\* \* \*

P. P. Donahue, Wallace M. Bell and P. C. Kamm represented the Chamber of Commerce at the Grain Dealers' National Convention held in Buffalo.

\* \* \*

Unusually small stocks of grain were reported in Milwaukee at the opening of October with some

out to carry out the food saving program in all the smaller hotels and in the restaurants. It is particularly planned to have the conservation program to extend to the homes of Wisconsin because the vast amount of food is consumed there instead of in the hotels.

Many of the leading clubs of Milwaukee are endeavoring to carry out one meatless day and one wheatless day in each week. The meatless day has been more successful than the wheatless day, as many substitutes are available for meat. The favorite form of reducing wheat consumption is to eat war bread which contains only 75 per cent of wheat and the remainder oats, corn and other grains, depending on the exact recipe which is employed.

\* \* \*

Taylor & Bournique Company had six branch managers in attendance at the Buffalo Convention of the Grain Dealers' National Association. These were: Charles Costerbader, New York City; H. S. Klein, Chicago; F. M. Turnbull, Philadelphia; E. F. Clapham, Boston; A. R. Taylor, Milwaukee, and H. C. Shaw, Buffalo. After the adjournment of the convention, the managers came to the home office at Milwaukee for a business conference, and were given a banquet by the company.

\* \* \*

A new water route has been formed on the Great Lakes which it is hoped will provide some relief in the way of ship facilities which have threatened to come to a low ebb. This new route is a combination of the Catskill and New York Steamship Company, Catskill Evening Line operating on the Hudson River, the Shippers' Navigation Company, Inc., operating on the New York Barge Canal and the Great



SIX BRANCH MANAGERS OF TAYLOR & BOURNIQUE COMPANY  
Top Row: Charles Costerbader, New York City; H. S. Klein, Chicago; F. M. Turnbull, Philadelphia.  
Bottom Row: E. F. Clapham, Boston; A. R. Taylor, Milwaukee; H. C. Shaw, Buffalo.

2,000 bushels of wheat, 2,000 bushels of corn, more than 238,000 bushels of oats, 101,000 bushels of barley, and 23,000 bushels of rye.

\* \* \*

There has been some discussion recently as to the probable site of the new Chamber of Commerce Building. There was some talk that the building might be placed on the corner of East Water and Mason Streets on the site now occupied by the Preusser Jewelry Company, which is going out of business permanently. President Ladish, however, says this is no time to talk of a new building. He asserts that the business of the country now is to help prosecute the war and that it is the business of grain men to drop their expansion plans for the present and do everything that they can to help win the war.

\* \* \*

Wheatless days in Milwaukee are being observed now more generally than ever before, according to officials of the Council of Defense and grain men here. All of the large hotels have given their solemn pledge to refrain from serving wheat for one day in the week. Plans are now being worked

Lakes Transit Corporation operating on the Great Lakes. It will be known as the Hudson-Great Lakes Despatch Company. Traffic arrangements have been perfected by which a through all-water steam freight service will be established between New York on the East and Milwaukee and Chicago on the West, and ports at the head of the Great Lakes by which carload and less than carload shipments will be handled. The rates as announced would be considerably lower than the all-rail rates. A large number of commodity rates would also have been provided.

It is not known just what effect the new Government order taking the ships off the Great Lakes will have on the new company. Grain men declare that it is quite possible that traffic will not be handled because of the order of the Government seizing all ships on the lakes which can be utilized in the Atlantic freight and transport service. The boats commandeered by the Government include those of the Great Lakes Transit Corporation, the Lehigh Valley, the Crosby Company and a number of other concerns.

Experienced observers say these ships will never

be brought back to the lakes again even if the war should end soon. It is believed that these ships will be replaced by others built at lake shipyards. Because of the large number of ships taken, many companies have been compelled to declare an embargo on all freight to the East.

\* \* \*

Milwaukee business men have voted in favor of the referendum of the Chamber of Commerce of the United States which would call for further price control of various commodities by the Government. It was recommended that the price control should extend both to raw materials and to the finished products, and that the price control should even extend to retail prices so that the consumer will benefit by the reductions that are made. It was also recommended that each leading industry should create a committee to help in the just fixation of prices.

\* \* \*

Losses amounting to millions of dollars were caused by the recent frosts in the state. The condition of corn was cut down from 72 to 52 per cent from September 1 to October 1. The total production forecast for the state dropped from 60,000,000 to 41,000,000 bushels. Wisconsin will have an excellent crop of some 100,000,000 bushels of oats, or an increase over 18,000,000 more than a year ago. The state crop of barley will be better than last year with 20,000,000 bushels, compared with 18,000,000 bushels a year ago. The total crop of wheat will be more than 5,000,000 bushels, compared with a little more than 3,000,000 bushels a year ago.

## ST. JOSEPH

ALLAN T. WEST - CORRESPONDENT

RECEIPTS of corn at this market continue to exceed those of last year and compare favorably with those of other markets. Up to the present time there has been no frost in this section but the temperature has taken several drops that have caused some apprehension. The consensus of opinion is that 10 days to 2 weeks more of good weather is all that is needed in this part of the country. The receipts of wheat, of course, are below normal, although a very few cars of low-grade stuff is being received and a big proportion of the consignments is being stored by the St. Joseph Wheat Corporation.

\* \* \*

J. C. Moats, manager of the local branch of the Shannon Commission Company, is temporarily on the road for Ware & Leland. B. V. Wasser is managing the office in his absence.

\* \* \*

The Grain Belt Mills Company increased its capital stock this week from \$125,000 to \$250,000; nearly all of this stock is held by officers and employees of Swift & Co.

\* \* \*

Rapid progress is being made on the new tanks at the St. Joseph Public Elevator and it is now predicted that they will be ready for occupancy by November 1.

\* \* \*

The membership held by F. R. Warrick, Jr., who recently resigned from the Board of Directors of the St. Joseph Grain Exchange, has been transferred to George Stewart, who is now connected with The Brunswick Grain Company.

\* \* \*

John M. Flynn, manager of the Mid-West Grain Company, and H. H. Savage, manager of the Marshall-Hall Grain Company, attended the Buffalo Convention.

\* \* \*

F. R. Warrick, president of the St. Joseph Grain Exchange and manager of the Elwood Grain Company, has resigned and entered the employ of the Moore-Lawless Grain Company at Kansas City. A. J. Brunswig, formerly vice-president of the Exchange, succeeds Mr. Warrick as president, and

George W. Helm has been appointed vice-president. C. A. Addington, formerly manager of the wheat department of the Elwood Grain Company, has been elected vice-president and manager of that firm.

\* \* \*

It is reported that the new Larabee Mills now have 150 men employed. Work is being rushed on the two-story office building and it is hoped to have everything in working order in a few weeks.

\* \* \*

A. D. McCubbin, formerly chief clerk in the Missouri Pacific Commercial office at St. Joseph, is now connected with the Gunnell-Windle Grain Company.

\* \*\*

The St. Joseph Grain Exchange has entered a team in the St. Joseph Bowling League and at the present time stand in second place. The team has the financial support of local members and has signed up some crack "shooters."

\* \* \*

A. J. Brunswig visited his mother in Chicago last week.

## CINCINNATI

K. C. CRAIN - CORRESPONDENT

A MEETING of considerable interest and importance was held in Cincinnati on September 18, with members of the Cincinnati Grain and Hay Exchange in conference, with more than a score of leading millers from Kentucky, Tennessee and farther South. The subject of the conference was wheat prices, the confusion arising out of the adjustment of figures at Cincinnati, as well as other points, to conform with the basic prices provided by the Federal authorities, having been such that it was found impossible to settle it by mail. The net result of the meeting was the appointment of a committee to meet in New York to confer with officials of the Food Administration in regard to an equitable wheat price for the Cincinnati market, which supplies a large territory to the South. J. W. Morrison of Lexington, Ky., Paul Smith of the Southeastern Millers Association, Henry L. Goemann of Mansfield, Ohio, and H. E. Richter and E. A. Fitzgerald of the Grain and Hay Exchange, were named as members of the committee at this meeting. The principal difficulty developed was the fact that the St. Louis base price has been 2 cents over the Cincinnati price, which naturally drew business to St. Louis, as farmers shipped to the point where the price was highest, in spite of a much longer shipping distance, in many cases; and it has been feared even that further complications in the matter of extra shipping might result, thus taxing the already inadequate transportation facilities unnecessarily.

\* \* \*

Arrangements have been completed for the hay-compressing station in Cincinnati which will re-handle hay for the Army before shipment East, whether for use abroad or in American camps. The Early & Daniel Company has the contract for taking care of the work, its large operations for the Government in connection with the Mexican border mobilization, as well as on other occasions, making that company the logical choice of the Government. The plant of the Cincinnati Cooperage Company, with about 6 acres of ground and ample railroad facilities, has been leased for the purpose, and the equipment necessary has been installed and is in operation successfully. The movement of compressed hay to the seaboard has already attained a considerable volume, and will grow much larger.

\* \* \*

The Board of Directors of the Grain and Hay Exchange has instructed E. A. Fitzgerald and W. R. McQuillan, as representatives of the Board, to make arrangements with the L. & N. and Southern Railroads for the establishment of the hay-plugging station on Front Street, a central point having been determined upon to facilitate inspection of hay in this market. The railroads entering the city have agreed to place all cars of hay on this track, and

this is expected to speed up business and accommodate both shippers and buyers to such an extent as to increase greatly the volume of hay business. About 8,000 cars a year are now handled, and it is predicted that not less than 25,000 cars a year will eventually be taken care of.

\* \* \*

Cincinnati delegates who attended the annual convention of the Grain Dealers National Association at Buffalo were E. A. Fitzgerald, Geo. H. Lewis, Henry M. Brouse, William McQuillan, H. Edward Richter, E. B. Terrill, John E. Collins, Jr., and A. C. Gale. As an incidental duty, these delegates met at Buffalo with representatives of millers at leading cities in order to discuss the differences which have developed in basic wheat prices. Following the convention W. R. McQuillan went on to New York, leaving his daughter, Miss Hazel McQuillan, who was graduated last year at Trinity College, Washington, at Columbia University, where she will take a course in journalism.

\* \* \*

The high price at which wheat has been selling for over a year has induced the Board of Directors of the Grain and Hay Exchange to suggest to the Chamber of Commerce a reduction in the commission charged under the rules of the Chamber for transactions in wheat. At the former low prices the rate of  $\frac{3}{4}$  of 1 per cent was not high, but since the soaring figures brought about by the war have become the rule, the commission has caused some complaint. Instead of the percentage rate, a flat charge of 1 cent a bushel was suggested, and will probably be adopted.

\* \* \*

Breach of contract is charged in a suit filed in the United States District Court by the Baltimore Pearl Hominy Company, of Baltimore, against the Ferger Grain Company, of Cincinnati, damages of \$4,192.30 being asked for alleged failure to furnish corn and oats according to contracts said to have been entered into. In reply to the suit the Ferger Grain Company has filed an answer admitting the contracts alleged, but declaring that failure to meet them was no fault of the company's, freight embargoes and car shortages being held responsible for inability to ship the grain as agreed.

\* \* \*

The scientific selection of seed corn, for the purpose of insuring germination and a maximum yield, has been demonstrated to farmers of Hamilton County at a number of points in the county lately by D. R. Van Atta, county agricultural agent. The demonstrations were held at farms, where facilities for making the necessary tests were available. Each farmer attending submitted six ears from a field of growing corn, these ears being judged by experts and the difference between good and poor corn for seed purposes explained.

\* \* \*

The Mortimer Grain & Supply Company has been organized by local men at Mortimer, Ohio, with a capital stock of \$15,000, F. P. Conaway, S. A. Harlow, Frank Daniel, John F. Wheland and R. G. Snyder being interested.

\* \* \*

J. C. Custenborder, a well-known merchant and grain man of Sidney, Ohio, has accepted an appointment from the Bureau of Markets of the Department of Agriculture as a grain inspector.

\* \* \*

The Van Buren Elevator Company has been incorporated at Van Buren, Ohio, with a capital stock of \$20,000, by J. W. Shaffer, D. W. Frick, L. J. Hoffman and others. The company will build and operate a grain elevator.

\* \* \*

Fires involving grain in the field, in barns and in grain elevators have continued to be relatively frequent in Ohio, according to State Fire Marshal T. Alfred Fleming, who declares that in a certain county two grain separators were fired, one of them in a barn filled with grain. He has urged farmers to take the most stringent precautions against fire, either accidental or incendiary, as preservation of the grain after it is harvested is even more important than planting the crop. Pro-German criminals are blamed for these fires, according to the

Fire Marshal, who has expressed the opinion that alien enemies are taking advantage of every opportunity to destroy foodstuffs.

## BUFFALO

ELMER M. HILL CORRESPONDENT

MEMBERS of the Corn Exchange and various associations of elevating interests are enthusiastic in their efforts to co-operate with other Buffalo industries to make the second Liberty loan campaign a success in western New York. Nisbet Grammer is chairman of the special elevator and grain dealers' division to solicit subscriptions among individuals and corporations engaged in these two trades. Early reports indicate that the subscriptions from the elevator and grain interests will be larger than to the first Liberty Loan. George Urban, Jr., of the Urban Milling Company, is a member of the Committee on Banks, and Frank F. Henry of the Washburn-Crosby Milling Company is chairman of the special Flour and Cereal Milling Committee.

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Contrary to early expectations, new grain from the ports on the Upper Lakes is not arriving as fast as in former years. While there is a steady flow of grain through the elevators along the water front, elevator interests declare that they had expected a much larger volume than is now being received. A large part of the grain is for export. No difficulty is being encountered in getting sufficient cars to move the crops to the Atlantic Seaboard. Very little grain is being sent forward via the Erie Barge Canal to Albany and New York. Grain men fear that unless the movement is heavier within the next few weeks many large ships will be diverted to the ore-carrying trade, where high prices prevail. Local grain elevators are averaging less than 700,000 bushels per day.

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Owners of large grain elevators along the water front were amused at the report from Port Colborne, Ont., several days ago to the effect that a new record was established at that port in unloading a cargo of Canadian grain. The report stated that the steamer *J. H. G. Hagerty* had discharged



ANOTHER VIEW OF BUFFALO CORN EXCHANGE, SHOWING SYSTEM OF NUMBERED LIGHTS FOR MEMBERS

a cargo of 404,000 bushels of wheat at a Government elevator in 8 hours. The wheat was all new crop No. 1 Northern and valued at approximately \$1,000,000. Practically every large new house in the Buffalo harbor is equipped to handle cargoes faster than the Port Colborne, Ont., record.

\* \* \*

On the floor of the Corn Exchange and other parts of the Chamber of Commerce Building where grain men stop to chat, the subject of the National Convention appears to be the main topic of conversation. Fred Pond, secretary of the 'Change, says that the Buffalo meeting was the most enthusiastic and best he has ever attended. Other members express the same view.

\* \* \*

George E. Pierce, of the Evans, Monarch and Wheeler Elevators, was a member of the local

Committee of Arrangements for the Annual Convention of the National Industrial Traffic League, which was held here late in September. The League urged members to fill all freight cars to their fullest capacity so as to aid in the nationwide economy campaign, and also aid railroads in releasing cars as promptly as possible. Shippers were urged not to use cars for storage.

\* \* \*

Two new pictures taken of the floor of the Corn Exchange last week are reproduced on this page. The line of telephone booths for 'members' is shown in one picture, while the other view shows the row of numbered lights directly under the quotation board. When a light is flashed, the member whose number corresponds knows there is a call for him and goes to his telephone booth.

\* \* \*

All uncertainty regarding the ability of the Government to move the grain crops from the Northwest to Lower Lake ports was removed at a recent conference of vessel owners at Cleveland, Ohio. Julius H. Barnes of New York, president of the Food Administration Grain Corporation, who met the vessel men, was greatly impressed with the patriotic and speedy action taken by the ship owners, who not only assured the Government of plenty of tonnage, but accepted a rate that was named by Mr. Barnes.

When the conference was opened, Mr. Barnes pointed out the urgent necessity for co-operation on the part of ship owners and stated that grain would have to be pooled and that everything possible would be done to improve dispatch and increase the capacity of the grain-carrying fleet. The rate question was then taken up and a special committee was appointed to talk the matter over with Mr. Barnes. Some of the vessel men believed that a flat 5-cent rate should be made effective, but Mr. Barnes thought this figure was too high and a 4½-cent rate was agreed upon. When the committee report was made to the conference, it was suggested that it be made unanimous.

Charles Kennedy, agent of the Food Administration at Buffalo, promised the vessel men increased dispatch at elevators this season. He declared that marked improvements have been made to the grain elevating facilities and declared that consignments at the elevators will be bulked so as to increase the efficiency of the houses. The identity of the separate cargoes will no longer be continued, of the separate cargoes in storage will no longer be continued.



FLOOR OF THE BUFFALO CORN EXCHANGE, SHOWING TELEPHONE BOOTHS

## DULUTH

S. J. SCHULTE - CORRESPONDENT

RAIN will move much more freely from farmers' hands to the markets as soon as the rainy season sets in over the Northwest, in the opinion of G. F. Ewe, general manager of the VanDusen-Harrington Company, who was a recent visitor on the Duluth Board of Trade. He thinks that the slow movement of grain from farmers' hands to interior elevators so far is due to their desire to prepare as large an acreage as possible for seeding next spring, rather than to any dissatisfaction over the price basis fixed.

\* \* \*

Considerable comment is going the rounds among grain men at the Head of the Lakes regarding the liberal amount of wheat being taken this fall by the interior mills over the Northwest, as evidenced by their comparatively heavy shipments of flour to the Eastern markets. It is also noted that the movement of wheat to the terminals from districts where mills are in operation has been exceedingly limited so far this fall and that points that are not served by milling establishments have been sending the great bulk of the wheat forward. The explanation made for that is that the country mills have the first pull on the wheat in their territories under the present system of handling the crop, and that they are in a position to pay more nearly the true milling value for wheat grading under No. 3 spring. The grower also saves the freight charges that would accrue in shipping his wheat to the terminal markets, so that another incentive is furnished him in according the preference to his district miller.

\* \* \*

The committee of the Board of Trade composed of M. L. Jenks, president; Charles F. Macdonald, secretary, and Earl M. White, who attended the recent Grain Dealers National Convention at Buffalo, were much impressed by the address of Julius H. Barnes at that gathering. A strong point made by him was that elevators in the Northwest are handling wheat on a lower charge than is the rule in any other section of the country. From statistics furnished him, he placed it at an average of not more than 3 cents per bushel, while interior elevator charges at some points in the Southwest mount up to as high as 7 and 8 cents per bushel.

\* \* \*

The commission charge for handling wheat and rye on the Duluth Board of Trade has been definitely fixed at 1½ cents per bushel for the present season. After discussions that had extended over a period of several weeks, members of the Board of Trade voted unanimously to advance the commission rate on those grains from 1 cent to 1½ cents. The justice of the higher rate, in view of the increased cost to grain men in conducting their businesses, was conceded by Julius H. Barnes, president of the Food Administration Grain Corporation, though he had opposed the advance proposition at the outset.

\* \* \*

Mr. Barnes is conceded to have gathered a capable body of lieutenants about him in his administration of the grain division with headquarters at New York. His right-hand man is Watson S. Moore, who is filling the position of secretary of the Food Administration Grain Corporation. Mr. Moore gave up a large and well established grain business in Duluth to enter the service of the Government in the emergency that had arisen. A prominent Duluth grain man, who recently visited him in New York, said upon his return: "Mr. Moore has made a tremendous financial sacrifice. He receives no pay for his services and he has given up the comforts of his splendid home in Duluth to live in a room in a hotel. He eats his meals when and where he gets time, and works harder than any clerk. Mr. Moore, Mr. Barnes

and the others who are in the same work get at it early in the day and work far into the night."

\* \* \*

Shippers of grain to the Duluth market from points over the Northwest were pleased over the recent decision of the Food Administration Grain Corporation to grade and price the off-grade wheat according to individual samples, in place of its being subject only to arbitrary spreads between the grades, as was the case in the original order. Under that ruling, No. 4 Northern wheat can sell as close as 1 cent under No. 3 Northern instead of at the fixed spread of 3 cents, as in the past. This is regarded as a great concession to grain growers, and as removing the objections raised regarding the fixed spread basis that was especially pertinent this year on account of the lower grading being due mainly to the presence of weeds and other impurities that do not detract to any extent from the real milling value of the wheat.

\* \* \*

C. G. Franks, grain inspection supervisor on the Duluth market, said this week that the grain marketed here so far this season has graded up just as high as it did at the beginning of the 1915 crop season, when the bulk of it ran No. 1 Northern, with a good sprinkling of No. 1 hard. The setting in of long-continued rains affected the grading later in 1915, and a run of damp wheat to the elevators became the rule.

\* \* \*

A. W. Frick, a former president of the Board of Trade, is now located in New York, where he is filling a responsible position with the Food Administration Grain Corporation. He was for several years manager of the VanDusen-Harrington Company's Duluth office, but he resigned last fall on account of ill health.

\* \* \*

Elevator operators at Duluth and Superior were greatly interested in the late strike of elevator employes at the Canadian Head of the Lakes, the outcome of which was the taking over of the plants there by the Dominion Government for a period to extend until three months after the end of the war. The strike so seriously disarranged operations that shipments of grain were practically suspended for 4 days and three operators on the Duluth market with Winnipeg connections were compelled to notify their agents to discontinue buying, for the reason that the Canadian Grain Commission had issued a notification to the effect that it could only guarantee prices from day to day with the handling situation as it was. The settlement of the trouble, even though it involved the nationalization of the elevators, afforded relief all round.

\* \* \*

Duluth elevator operators have had a trying experience so far this fall, as on account of the light grain movement it is asserted that any company able to make expenses is to be considered lucky. "We are running behind every day and would be glad to lease our plant to the Government on a fair basis," said the manager of one of the large elevator systems. Generally speaking, however, dealers are hopeful, as it is felt that the business must come later on, in view of the large tonnage of all kinds of grain to be marketed. It may be mentioned, though, that stocks of every grain in the houses at present aggregate less than 4,000,000 bushels, whereas at this time last fall there were over 8,400,000 bushels of wheat alone in store.

\* \* \*

A. H. Smith of Winnipeg, a former Duluth operator, was a recent visitor on the Board of Trade here. He said the value of the 1917 crop in the Canadian West is generally estimated at around \$600,000,000 in Winnipeg grain circles, with the wheat yield for the same season placed at 250,000,000 bushels. He asserted that so far 85 per cent of the wheat marketed at Winnipeg has graded No. 1 Northern.

\* \* \*

Trade in feeds and coarse grains is described as slow at present by the White Grain Company, which is specializing in those trades. E. M. White

pointed out that buying on the part of Eastern dealers is being checked up at present through the intimation that elevator space at the Lower Lakes ports may be requisitioned by the Government later on. With restrictions as they are, they, therefore, hesitate to increase their commitments. Mr. White mentioned that dealers would ordinarily be inclined to store oats at their current prices, but with the situation as it is, they are forced to operate very cautiously in them as well as everything else.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE passage of the Food Control Bill and the general food conservation movement has been felt in Kentucky probably as much as in any other one section of the country. Kentucky, as the largest producing state of Bourbon whisky, has suffered a severe blow that has hit the distilling, grain and cooperage industries. It is said that there are a total of 200 distillers in Kentucky, out of which there are 11 plants operating. When the Food Control Law went into effect manufacturing of beverage whisky automatically ceased, but about 11 plants in the state are manufacturing grain alcohol, most of which is being denatured and shipped to the Allies. These contracts for the most part were taken some time ago, and at present represent a losing investment to the distillers, few of which were protected when the corn and other grain markets began to ascend. At the same time the rise caught a number of unprotected grain concerns, which had taken the contracts of the distillers, and had not protected themselves. At the present time a large number of former beverage whisky manufacturers are contemplating changes in their equipment, and are planning to start manufacturing grain alcohol as soon as grain prices are right. No regulations have been placed on alcohol manufacturing, and many of the large plants will be enabled to keep busy during the life of the war, and at the same time make things better for some of the grain houses, which have depended largely on the distilling trade.

\* \* \*

The general situation is somewhat unsettled due to the fact that the farmers are not selling their wheat, and at the present time there is not more than a 30-day supply on hand. It is claimed that the farmer has been prosperous for the past two or three seasons, due to fair crops and high prices. He has been in position to build his own grain houses; and is also financially fixed to carry his grain indefinitely. As a result there is still about 55 per cent of the new crop in the hands of the Kentucky and Indiana farmers, and even Northwestern wheat is hard to obtain. Whether the Government can take action forcing the farmer to market wheat at prices set for him to market at, is a question of absorbing interest. On the \$2.20 Chicago basis wheat prices at Ohio River crossings are quoted at \$2.15 a bushel, and farmers are not willing to cut loose at that figure.

\* \* \*

It is understood that bids will be asked at most any time for rebuilding the burned elevators of A. Waller & Co., at Henderson, Ky., and the Kentucky Public Elevator Company, of Louisville. The latter company has been busy for several weeks with the architects, and has things in fair shape to start work at an early date, while settlement of insurance losses at Henderson have held back things to date. The latter concern lost its plant on August 4, the loss being estimated at about \$200,000, as the concrete tanks came through uninjured. The Kentucky Public Elevator Company recently increased its capital from \$200,000 to \$550,000 for the purpose of rebuilding. It is stated in the articles that the liabilities shall not exceed \$500,000 while the building is being erected, while after the plant is erected

the liabilities shall not exceed \$150,000, and that as long as any of the stock is out the company shall carry \$300,000 insurance on its building.

\* \* \*

Edward M. Flesh, zone agent at St. Louis, recently sent the following wire to Matt S. Cohen, Commissioner of Agriculture in Kentucky, in response to a letter asking for information relative to the price of seed wheat (many farmers wishing to know whether seed wheat had to be sold at the \$2.20 a bushel valuation): "It is not the intention of the Food Administration to interfere with or try to control private arrangements between the farmers and those from whom he secures his supply of seed wheat except in cases where such arrangements show extortion, where same will be considered as hampering the nation's food supply."

\* \* \*

Grain and allied interests are much interested at this time in the work of Fairfax Harrison, of the Railroad's War Board, which has formed the Co-Ordination Committee to handle a movement designated to push export shipments through Southern ports, thereby relieving congestion in the Eastern terminals, and also aiding greatly in increasing the car supply. Export shipments made through the South will mean that thousands of cars will be emptied at Gulf and South Atlantic ports, and will be available for handling shipments of Southern products to the North, East and West, thereby reducing the Southern car shortage, and keeping the Eastern lines free of embargoes and congestion. The Southern Railroad has been one of the leaders in the movement, and already has moved many full trains of export freights from the North and East to South ports.

\* \* \*

At the request of the Commission on Car Service the Traffic Department of the Louisville Board of Trade recently called a special meeting of the grain interests in order to discuss plans for loading all cars to capacity. The Louisville Sub-Committee on Car Service is working along the same lines, and expects shortly to arrange to co-operate with the Board of Trade shippers in an effort to get better service out of cars. For instance it is said that in loading oats the average car is 750 to 1,000 bushels, whereas it would be easy to load 1,500 bushels to the car, this saving an average of 5,000 cars a month.

\* \* \*

From present indications the bankers will be in excellent position to handle the big crops this year, what with the aid of the Federal Reserve and Federal Farm Loan banks. Bankers of the South at the present time are flush, and the greatest trouble has been in keeping money working. Money in circulation represents enormous figures and with the country generally prosperous the situation is promising. It is said that loans are easily obtainable except in the liquor industry, where a general tightening up has been observed for several weeks, due to the unusual conditions existing in the liquor industry at this time.

\* \* \*

Every indication in Kentucky and vicinity point to a bumper corn crop. Good weather conditions during the latter part of the summer did wonders. The acreage is large and promise is given of a crop far in excess of that of any previous year. Wheat is now being planted, a good deal of the planting having been completed. The wheat acreage is also being extended greatly through the efforts of the county agents and Food Administration workers.

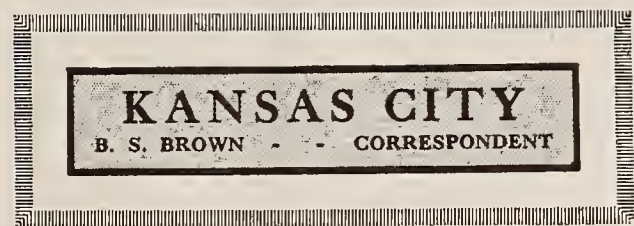
\* \* \*

Work is progressing nicely on the new plant of the Lack-Redford Elevator Company, of Paducah, Ky., which was incorporated a short time ago by F. E. Lack, C. W. Craig and A. Lee Redford. The new plant will have river and rail connections and will be of concrete. It is planned to start operations about October 15, and the construction is being rushed. Shelling, drying, and cleaning will be solicited, and a bonded elevator will be operated. This will be the second elevator completed in the city within a short time, the junction of the rivers

making it an advantageous location for handling western Kentucky grain. A Hess Drier, and cleaning and shelling machinery, made by Barnard & Leas Manufacturing Company, will be included in the equipment. The new plant will have 100,000 bushels capacity.

\* \* \*

A number of delegates from central Kentucky recently attended a meeting of the Cincinnati Grain & Hay Exchange, as guests, and were invited to express their opinions on the exportation of unmilled wheat. The millers present were unanimous in their opinion that wheat should be milled in this country, and shipped in the form of flour, saving much on transportation, and cargo space. Delegates from Kentucky included Joe LeCompte, J. W. Morrison and Nelson Woolcott, of Lexington; B. M. Renick, Paris; Dave Matlack and M. T. McEldowney, Winchester; C. T. Ashley, Nicholasville; J. W. Kennedy, Carlisle, and John Allen, Richmond. J. W. Morrison, of Lexington, and C. Powell Smith, of Knoxville, were named to represent the Southeastern millers at the Buffalo convention later in the month.



**K**ANSAS CITY is probably having no more trouble than any other market under the radically new methods of handling business. Indeed, there is no trouble here—the occasional discussions and reported disturbances being largely the result of false reports, and misunderstandings in the country. These misapprehensions are perhaps to be expected from laymen, when even grain handlers themselves do not always know exactly what the regulations are, and how they should transact affairs. There have been instances, however, where misinformation has been given, and false reports circulated, to the detriment of the good feeling that should exist between the growers and shippers, and the market agencies; enough of such cases to make one wish there were a censorship law that would force corrections, if not prevent publication of misleading stories.

\* \* \*

The Board of Trade is a quiet place nowadays, quite unlike its former busy appearance. There are days when there is absolutely nothing doing for half hours at a time on the floor, and the total of speculation in corn is almost trivial.

\* \* \*

Harry J. Smith, on the floor for the Food Administration Grain Corporation, handled the trade alone for 3 weeks. He now has the advisory assistance of the following appointed by the Board of Trade: W. C. Goffe, A. M. McKenzie, O. A. Severance, C. W. Lawless, T. L. Cocle, L. A. Tulley, Henry Ismert, Wallace Bagelly. These work in groups of three or four. It is understood the committee was appointed in order that the responsibility of handling the transactions need not devolve entirely on one man. Perfect harmony has prevailed, and the work is proceeding with entire satisfaction.

\* \* \*

The first car of new milo maize arrived on the Kansas City market October 9, and sold at auction for \$4.20 per 100 pounds. It came from Texas.

\* \* \*

F. R. Warrick, for the past 7 years at St. Joseph, Mo., with the Elwood Grain Company there, has returned to Kansas City—his return providing a little story connected with the advancing price of memberships on the Kansas City Board of Trade. Mr. Warrick was formerly of Kansas City. He bought a membership here in 1892 for \$30. He sold the membership in 1910, upon going to St. Joseph, for \$2,250. And he bought a membership a few days ago, to get back in again, for \$8,000, including the transfer fee. The membership bought was that of Harry Harris, a retired grain man. Mr. Warrick will have

charge of the shipping department of the Moore-Lawless Grain Company.

\* \* \*

R. V. Seward Grain Company has established offices with the Russell Grain Company, with H. P. Seward in charge. This company is an old-established one, formerly with headquarters at Richmond, Mo., owning several Missouri elevators. Mr. Seward had bought the membership of R. R. DeArmond on the Kansas City Board of Trade.

\* \* \*

George S. Carkner, president of the Kansas City Board of Trade, spent a month's vacation in Montana.

\* \* \*

The Kansas City Board of Trade has adopted an amendment to the rules, making No. 3 white oats of 26 pounds deliverable on contracts at a reduction of 1½ cents.

\* \* \*

J. N. Russell addressed the Kansas City Advertising Club recently on "Grain Production and Its Relation to Kansas City Business." Most of the address was devoted to explaining the processes of handling grain and conducting business on the Board of Trade, including references to the workings of Government regulation. He added a particularly appropriate section, however, on how grain men advertise.

\* \* \*

T. K. Miller, retired grain man of Anthony, Kan., has sold his membership on the Kansas City Board of Trade to Fred W. Hipple of Wichita, for \$8,500, including the transfer fee of \$500.

\* \* \*

The Farmers' Co-operative Elevator & Supply Company of Norwich, Kan., has been organized with a capital stock of \$15,000, by H. E. Davis, R. E. Snelling and Lynn Hobson.

\* \* \*

Wheat has taken a back seat in interest, because of its removal from the speculative field, and the handling of cash transactions by the Government agency, and it also took a back seat as to receipts, in September, at Kansas City. Oats spurted forward, and distanced wheat in arrivals, with 2,444,000 bushels, against 2,349,000 for wheat, and 545,000 for corn. The light movement of wheat is a further factor in reducing the amount of business done at Kansas City. Stocks of wheat are less than 600,000 bushels, though there has been a slight gain in the month; the figures look pitiful against the 11,649,940 bushels in storage a year ago.

\* \* \*

Kansas City elevator men are making desperate efforts to find something for their employes to do to hold them against the time when business will pick up.



**M**EMBERS of the Produce Exchange, and especially those in the grain trade, were much interested to hear recently that their associate, W. J. Brainard, president of the Brainard Commission Company, an active and popular member of the grain trade, had purchased a fine piece of property near Scarsdale in Westchester County, New York. This property, which contains about 10 acres on high ground, is close to the old Fenimore Cooper house where Fenimore Cooper wrote his celebrated *Leather-Stocking Tales* and *The Spy*. Mr. Brainard contemplates the erection of a large residence with novel landscape effects. The house will probably be completed in time for occupancy next summer.

\* \* \*

Following the retirement of Robert McDougal of Chicago from the old commission firm of Knight & McDougal, the dissolution of the firm has been announced. It has been succeeded by Knight & Co.

Wm. Knight, head of the old firm and manager of the office, on the Produce Exchange, where he has been prominent in the grain trade for many years, is head of the new firm. The junior partner is Fred. H. Teller, who has been a trader on the Exchange floor for about 20 years, originally with the old house of Otto E. Lohrke & Co., and later with their successors, Knight & McDougal.

\* \* \*

A recent announcement on the Produce Exchange bulletin boards stated that the old flour and cereal goods firm of Morrow & Co. had been changed into a corporation under the same name, with a capital stock of \$250,000. The officers are: President, G. K. Morrow; vice-president, M. S. Morrow; secretary and treasurer, Victor E. Newcomb; assistant treasurer, T. W. Duffy. G. K. Morrow recently demonstrated his great ability as a golfer by winning the annual championship tourney of the Produce Exchange Golf Club from a field which included many expert players.

\* \* \*

Members of the New York grain trade, but more especially the oldtimers, heard with surprise and regret that their old associate, Elwain F. Moore, had resigned his membership in the Produce Exchange. Mr. Moore had not been in active business here for many years, having moved to St. Cloud, Minn., where he became president of the First National Bank. Hence he was almost unknown to the younger element. While engaged in the grain business here he won the universal esteem and respect of his associates by his quiet and kindly nature, as well as his business integrity.

\* \* \*

F. W. Losee, who has been associated with the old grain firm of Parker & Graff for several years, has severed that connection and become identified with Schilthuis & Co., grain merchants.

\* \* \*

Charles Fritz of E. B. Fritz & Sons Company, dealers in grain, hay and feed at Quarryville, Pa., who was on 'Change for a short visit recently, stated that excessive rainfall had done much damage to much of the newly harvested wheat in his state.

\* \* \*

A decidedly distinguished delegation represented the Produce Exchange at the War Convention of American Business Men at Atlantic City last month. Hon. Wm. Harris Douglas, ex-Congressman and ex-president of the Exchange, was chairman, and the other members were: R. A. Claybrook, president of the Exchange; J. Ward Warner, former president; E. R. Carhart, formerly president and now treasurer; and George A. Zabriskie, the active and popular local representative of the Pillsbury Flour Mills Company.

\* \* \*

The Board of Managers of the New York Produce Exchange has acted favorably on the following applications for membership: Harry L. Day, for many years an active and popular grain trader on the Exchange floor, now connected with the old commission firm of Maguire & Jenkins; Nicholas J. Campion of Knight & Co., commission merchants of New York and Chicago; H. W. Bienenstok of Simons, Day & Co., commission merchants of Chicago and New York; Axel Hansen of A. Hansen & Co., grain merchants of New York; Manuel F. Ruiz of the Unity Mills Company, New York; Charles S. Watson, flour and cereals dealer, New York.

\* \* \*

Considerable consternation was created among members of the cottonseed oil trade recently by the announcement of the ruling given below as adopted by the Board of Managers, although in view of the growing tendency among Government officials to frown upon speculative operations in foodstuffs, many traders had been led to suspect that something of the kind might be expected. The official statement was as follows:

Speculative trading in cotton oil for any delivery, either by trade or outside interests, is prohibited.

Hedge selling for protection against seed purchases, or sale of refined oil against purchases of crude oil, or purchases by consumers or exporters are permissible; but such operations shall be confined to legiti-

mate trade interests only, and shall be of the smallest possible proportions consistent with the purpose of this rule.

No purchases or sales shall be made for future delivery beyond two months ahead of the month current at the time of such purchases or sales.

Present outstanding contracts for any month may be closed out at any time within the life of the contract.

No daily fluctuation of price beyond 1 cent per pound from closing bid price of last previous closing shall be permitted in months in which trading is allowed as hereinbefore provided; and further:

No daily fluctuation of more than ½ cent per pound from closing bid price of last previous closing shall be permitted in months in which trading is only allowed for the closing out of present outstanding contracts.

Violation or neglect of these rules will be punishable as provided by Section 32 of the by-laws.

\* \* \*

An interesting topic of conversation among members of the grain trade recently was a report that fair quantities of wheat had been bought in Australian for delivery on the Pacific Coast. It was assumed that these purchases had been made possible by the consent or co-operation of United States officials, who were said to have arranged for the shipment of similar quantities of American wheat from Atlantic and Gulf ports to Europe. It was pointed out that by this method the surplus of wheat in Australia could be indirectly used to relieve the shortage in Europe, and at the same time it would not be subject to the various dangers of the usual long voyage.

\* \* \*

C. A. Robinson, for many years prominent in grain circles, and now head of the firm of Robinson & Sweet, was among those present at the Buffalo Convention of the grain trade. Mr. Robinson made this visit in the nature of a brief vacation.

\* \* \*

During the past month the large trading floor of the Produce Exchange has been crowded to an unusual extent by the great number of visitors from out of town. Many of these came down to see the town after the Grain Dealers Convention at Buffalo, while others stopped off here for a brief visit after attending various Food Administration conferences at Washington.

Among the prominent Chicago grain men who were registered as visitors were: George E. Marcy of the Armour Grain Company, who is a member of the Exchange; J. Herbert Ware of Ware & Leland; R. J. Mansfield, floor manager for Bartlett-Frazier Company; H. H. Lobdell and A. B. Harlan of Lamson Bros. & Co.; T. J. Sullivan of F. S. Lewis & Co.; Ed. Glaser of Rosenbaum Bros.; A. J. White of A. J. White & Co.; J. J. Stream of J. C. Shaffer & Co.; H. H. Newell, vice-president of the Rogers Grain Company; E. R. King, grain manager for the Arcady Flour Milling Company, and J. V. Egerton.

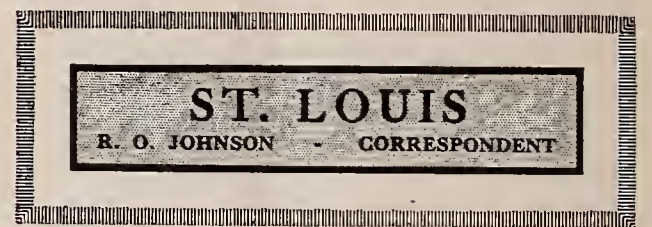
Another delegation, consisting of corn goods millers, who had discussed plans for preventing higher prices with Washington officials, included: W. Wood Marshall of the Kimball Milling Company, Kansas City, Mo.; J. W. Craver of the Aunt Jemima Mills, St. Joseph, Mo.; W. L. Eastlake of the Atlas Cereal Company, Kansas City; Frank Foster of the Clover Leaf Milling Company, Wellington, Mo.; Boyce Forbes of Forbes Bros. Milling Company, Topeka, Kan., and J. R. Fair of the Kemper-Fair Milling Company, Tonganoxie, Kan.

The third delegation, representing the Chicago grain trade, came to the city to attend the third game of the World's Series at the Polo Grounds. Of course, they were all White Sox "rooters" and displayed appropriate emblems, the most conspicuous being a large white sock pinned to the coat lapel. This party included: Fred Snyder of F. S. Lewis & Co.; J. L. Lynch of Thomson & McKinnon; Frank Bittel and Jack Bittel of E. Lowitz & Co.; Ed. G. Heeman, George Brady and J. H. Evans.

\* \* \*

Members of the Produce Exchange, and especially in the grain trade, were greatly shocked recently to hear of the death of their esteemed and beloved associate, Stephen J. Hill, Jr., aged 38 years. His untimely death was caused primarily by rheumatism, followed by dropsy and heart trouble. Mr. Hill had been active and popular in grain markets

for many years, being a representative on the Exchange floor for the old firm of Power, Son & Co. He always took an active interest in the affairs of the Exchange and served on various committees, being largely instrumental for the great success of the annual Year-End Entertainment and presentation of gifts to several thousand of the poor children of downtown New York. In view of the fact that Mr. Hill was always one of the most active workers for charitable enterprises, notably the big campaign for the Red Cross Fund, and also in the procuring of suitable floral tokens on the death of Exchange members, his host of friends were eager to subscribe for the purchase of flowers for his funeral. This was, of course, a popular subscription and so great was the eagerness to contribute that far more was obtained than actually needed, over \$60 being secured in a few minutes. Many of those who knew Mr. Hill intimately could not help but express the opinion that had it been possible he would have preferred that the bulk of the money be devoted to charity or to the purchase of presents for the children at the Year-End celebration.



**K** EEN interest is manifested in grain and milling circles here over the action of longs in September corn, in refusing to abide by the recent ruling of the Board of Directors of the Merchants' Exchange and accept a settlement with September shorts at \$1.67, the official maximum price fixed for that option. The shorts in the option offered to settle at the basic price of \$1.67, but holders of long contracts refused their offers, and declared that the matter would be taken to the courts for adjustment. As an indication that the purchases were made with intention of demanding actual delivery, John O'Rourke tendered \$50,100 in cash in payment for 35,000 bushels of corn which the firm had bought, and had as witnesses Arthur Holthaus and Edward Loesch, employees of the Merchants' Exchange, and its secretary, Eugene Smith, but M. J. Connor & Sons, who acted for both longs and shorts in transaction, refused to accept the cash.

That at \$1.67 the holders of the long contracts made a large profit is generally known on 'Change, and some dealers say the gain was at least 25 cents a bushel. For this reason, and the fact that the country is at war, and the fixing of the maximum prices was practically the work of the United States Government through the Board of Directors of the Merchants' Exchange, it is generally believed that the longs have "a poor case in court." A test of the contracts, however, would prove highly interesting under the present abnormal conditions, as the December and May contracts are still under a maximum basis of \$1.28 for both deliveries, and the future price is around \$1.14, with cash corn at \$1.95. And should receipts of corn in December be insufficient to lower the cash market to the price of December futures, the same conditions will prevail for the December delivery as prevailed in the defaulted September corn at \$1.67.

\* \* \*

Strong speeches in favor of retention and extension of the pneumatic mail tube service in St. Louis were made by business men and representatives of the Merchants' Exchange before a Congressional committee in the postmaster's office in the Federal Building last Thursday. The tubes now extend from the Federal Building at Ninth and Olive streets to the main postoffice building at Eighteenth Street and Clark Avenue and to the sub-station at Third Street and Washington Avenue. Postmaster Shelp favors the use of trucks, and claims they would mean a saving of \$29,000 a year. He is practically alone in favoring the change, however. J. J. P.

Langton, chairman of the Postal Committee of the Merchants' Exchange, declared that the present mail transportation to and from the Merchants' Exchange is unsatisfactory, and pleaded for extension of the tube system to that building. J. L. Messmore said he found one of his competitors getting bids to farmers 12 hours ahead of his company by sending them at the market's close by messenger to the tube station at Third and Washington Avenue, thus enabling that mail to catch earlier trains than would be available for mail sent by carrier and wagon.

\* \* \*

John T. Milliken, wealthy grain dealer and chemical manufacturer, is recovering at his home from an operation for appendicitis. Mr. Milliken was stricken suddenly 10 days ago and was taken from his home to St. Luke's Hospital. From latest reports his early recovery is assured.

\* \* \*

John E. Hall, the well-known grain man on the St. Louis Merchants' Exchange, has returned from a vacation in Canada, and has a nice lot of new fish stories for the "boys." Of course, however, the biggest one got away.

\* \* \*

Edward Stanard, of the Stanard-Tilton Milling Company, St. Louis, won the golf contest and cup at the annual outing of the Grain Club at the Bellevue Country Club recently. The match was followed by a dinner at the club and everybody had a good time.

\* \* \*

J. O. Ballard, president of the Merchants' Exchange, returned last week from a visit to New York City, after attending the Grain Dealers National Association Convention at Buffalo. Mr. Ballard said that business in the East is good, but that the recent severe depression in the stock market has made for considerable pessimism in certain financial circles.

\* \* \*

The first car of new No. 2 yellow corn reached the St. Louis market last week and sold on the Merchants' Exchange at \$1.80 a bushel.

\* \* \*

A. C. Petri, representative of Bartlett-Frazier Company on the Merchants' Exchange, says that corn in St. Louis County, where he lives, has matured under perfect conditions, and that the crop not only will be large, but of excellent quality. Mr. Petri also declares that the acreage being sown to wheat in the county promises to be a record-breaker.

\* \* \*

John D. Edmonson has been appointed chief grain inspector at East St. Louis to succeed John F. Sullivan, who resigned recently. Mr. Edmonson is well known in St. Louis grain circles, and years ago was register of the Illinois State Grain Inspection Department.

\* \* \*

A branch of the Food Administration Grain Corporation has been established on the north end of the Merchants' Exchange to facilitate the business of the organization. Receipts of wheat here, however, have been less than sufficient to supply the trade, and millers find difficulty in obtaining supplies for grinding. The general opinion is that the farmers will be forced to sell their wheat, unless the movement to market increases shortly.

### EASTERN WHEAT PRICE REDUCED

On October 1 a new wheat price went into effect as a result of the new freight rate of 18 cents from Chicago to New York instead of the old rate at 15.3 cents. The Food Administration Grain Corporation announced that the price they would pay on wheat at all Eastern markets would be 2 cents per bushel less than they had been paying. Mills having unsold wheat or flour basing on New York, Philadelphia, Baltimore or Buffalo, will be protected against loss, as will also the elevators which signed the agreement with the Grain Corporation and those with wheat accumulated for sale to the corporation of September 28.

# ASSOCIATIONS

## MICHIGAN BEAN JOBBERS AT SAGINAW

On October 3 and 4 at Saginaw, the Michigan Bean Jobbers Association held the largest and most enthusiastic meeting in the history of the organization.

Mayor Paddock welcomed the visitors and K. P. Kimball of Detroit responded for the Association. Rev. Mr. Spence made a patriotic speech which was received with enthusiasm.

President W. J. Orr delivered an interesting address in which he reviewed the panicky market conditions when as much as \$10.25 was paid to the bean grower, contrasting them with the future when the Government controls the industry, allowing only a moderate profit and eliminating the speculative fever of the year before.

He emphasized the importance of stimulating production and urged forgetfulness of self interest during the war.

Mr. Raeber gave an interesting address on Compensation Insurance and A. D. Baker spoke on "Elevator and Stock Insurance During the War."

The discussion on the price of beans which followed was of great interest. While the cost is determined largely by yield, A. B. Cook, president of the Michigan Bean Growers Association, asserted that it cost \$57.43 per acre to produce beans and for present prospects a price of not less than \$8 per bushel would be remunerative.

Wm. Moore of Hoopeston, Ill., and James M. McCall of Gibson City, Ill., discussed the price from the cannery's standpoint, and stated that high prices would bring competition from all the world and from different varieties of beans.

John McAllister of Caro, Mich., spoke on handling costs and stated that his company required 6 per cent margin to break even. Another firm he quoted as requiring 7 per cent to handle wheat; 10 per cent for beans; 8 per cent for oats; 12 per cent for hay, and 10 per cent for flour and feed.

E. E. Doty, president of the Bean Jobbers Association of New York, outlined how the Government prepared to control the bean trade and warned dealers to proceed carefully in their business.

Mrs. Pepper of Milwaukee opened the morning session with a talk on canned goods, and F. E. Lewellyn of Grand Rapids discussed cash discounts to wholesale grocers. The association voted to allow no discount.

The by-laws and the rules were amended.

Section 4 of Article 3 of the by-laws were amended to read as follows:

Section 4.—Neglect or refusal on the part of any member of the Association to submit to the committee an arbitration or to comply with the award of the committee, shall be deemed undesirable conduct, and if the injured person desires to commence an action in court for the purpose of recovering any damage that he may sustain upon application to the directors, the Association will furnish an attorney and pay the expenses connected with said litigation, except the witness fees; and the member who refuses to submit to arbitration or to comply with said award of the committee shall be expelled by the Board of Directors from said Association.

The rules and regulations of the constitution and by-laws were amended, the following rule having an extra paragraph added. The original rule is:

If shipment is not accepted or disproved within three full business days after arrival, contract shall be fully complied with on sellers' part and shall constitute a full delivery and invoice becomes immediately due and payable. In case of rejection of the goods, buyer agrees to notify the seller direct within three full business days after arrival.

The addition to the rule, which was adopted after much discussion, is as follows:

Except where an inspection has been demanded, the purchaser is to notify the seller by wire within 10 hours after he, his agents or servants has received notice from the inspector of the inspection. The inspector shall notify the purchaser by registered letter of the inspection. Time is considered the essence of the parties' contracts.

Within three full circular days after the arrival of the car the purchaser is to notify the seller by wire, that an inspection has been demanded, as provided for by the rules of the association.

It was announced that the Government would issue a bean price bulletin twice a week, giving the carload price in the different producing states.

Treasurer W. T. Biles reported receipts of \$9,987.51 and expenditures of \$7,807.97, leaving a balance of \$2,179.54.

Twenty-two regular members and 20 honorary members were admitted, among the honorary members being President Wilson.

After a discussion it was voted to eliminate the brokerage fee from the rules as the attorney had declared it illegal.

The following officers were elected: President, W. J. Orr, Saginaw; first vice-president, G. F. Allmendinger, Ann Arbor; second vice-president, F. E.

Kelsey, Cass City; third vice-president, K. R. Smith, Ionia.

Board of Directors: Fred Welch, Owosso; J. B. Crawford, Ithaca; A. H. Madsen, Ann Arbor; A. L. Chamberlain, Port Huron; F. E. Flaherty, Charlotte; and C. E. DePuy, Pontiac.

The Saginaw Milling Company entertained the Association at a banquet on Wednesday evening, during which the Hon. Patrick Kelly who came from Washington for the occasion, made a memorable address on "War."

## INDIANA'S NEW MEMBERS

The Indiana Grain Dealers Association has elected to membership recently Ben C. Thomas of Columbus, Ind.; N. E. Walker & Co. of Onward, Ind.; Conway Bros. of Messick, Ind.; Redkey Equity Exchange Company, Redkey, Ind.; Richards & Lawson, Shelbyville, Ind., and J. N. Shanks, Camden, Ind.

## HAY ASSOCIATION ANNUAL

Secretary J. Vining Taylor of the National Hay Association has distributed the report of the 24th annual convention at Chicago. The report is embellished with portraits of the retiring president, D. S. Wright, and of President Robert S. Clark, and is very attractively made up and carefully edited.

The book is much more than a report of the transactions of the annual meeting, however, as it contains a list of members, constitution, by-laws and trade rules of the Association, and much statistical information of value.

Mr. Taylor also announces that the Hay Association will issue a printed bulletin similar to that of the National Grain Dealers Association, and offers a prize of \$5 to the person submitting the most appropriate name for the bulletin.

## CHIEF GRAIN INSPECTORS MEET

The Chief Grain Inspectors Association held its annual meeting at Buffalo during the convention of the Grain Dealers National Association. The principal business transacted was the election of officers and the adoption of a resolution that hereafter the annual meeting will be held at 9 a. m. on the first day of the annual meeting of the National Association.

Officers for the ensuing year were elected, as follows: E. H. Culver, Toledo, president; S. O. Thomas, Baltimore, vice-president; F. B. Tompkins, Peoria, secretary.

Those present at the meeting included, with the officers: Walter E. Schmidt and Sam Smith, Chicago; A. A. Breed, Milwaukee; W. S. Powell, Cairo; George S. Colby, New Orleans; E. R. Gardner, Memphis; George B. Powell, Omaha; George B. Ross, Kansas City; S. A. Holder, Indianapolis; J. E. Heniken, Cleveland; John O. Foering, Philadelphia; Seth Catlin, Boston; George F. Munson, Cincinnati; H. G. Tunell, Minneapolis.

## MISSOURI'S MIXED FEED LAW

Secretary D. L. Boyer of the Missouri Grain Dealers Association announces the application for membership of 25 new firms. The Missouri Association is making a wonderful record for so young an organization.

The last bulletin from the secretary's office gave a resume of the new mixed feed law of the state. Those who sell feed or screening in Missouri will do well to bear in mind the following provisions:

Materials requiring registration.—All feeding stuffs used for feeding live stock and poultry, except whole seeds or grains, the unmixed meals made directly from the entire grains of corn, wheat, rye, barley, oats, buckwheat, flaxseed, kafir, and milo, whole hays, straws, cotton seed hulls, and corn stover when unmixed with other materials, together with all other materials containing 60 per cent or more of water.

Information Required to Appear on Packages.—(a) The net weight of the contents of the package, lot or parcel; (b) the name, brand or trade mark; (c) the name and principal address of the manufacturer or person responsible for placing the commodity on the market; (d) the minimum per centum of crude protein; (e) the minimum per centum of crude fat; (f) the maximum per centum of crude fiber; (g) the specific name of each ingredient used in its manufacture.

Remarks.—"Screenings," "miscellaneous screenings," "field seeds," "wheat middlings and screenings," or "middlings" are not considered as definite statements of "specific name of each ingredient" under Section 2 "g." Register as "wheat screening" (or name of each sort of screenings). Each kind of field seed should be designated. Name each ingredient definitely, for instance, "wheat bran and wheat screenings," or "wheat middlings and wheat screenings," or "wheat middlings," or "corn" as case may be, giving common name of each "specific ingredient."



## ILLINOIS

Bader & Co. will build a new elevator at Paris, Ill.  
Fred Martin will erect a new elevator at Randolph, Ill.

A new farmers' elevator company is to be organized at Oquawka, Ill.

A farmers' company has taken over the Nobbe Elevator at Farmersville, Ill.

Geo. Long has sold his elevator at Bushnell, Ill., to Arthur Curtis of Prairie City.

A new elevator is to be built by the Farmers Grain Company of Cambridge, Ill.

R. B. Stoddard and W. B. Memmen's elevator at Minonk, Ill., is being removed.

Several improvements are to be made on the grain elevator of J. E. Eckhart at Benson, Ill.

F. E. Barbee & Co. will build a new elevator at Glenarm, Ill., replacing the old one there.

A new spout holder has been installed in the elevator of Davis & Son at Pittwood, Ill.

The Crystal Lake Grain & Produce Company has been organized at Crystal Lake, Ill., capitalized at \$5,000.

The Durand Farmers' Elevator Company has been organized at Durand, Ill., capitalized with stock of \$20,000.

A farmers' elevator company is to be incorporated to operate at Greenfield, Ill. Capital stock amounts to \$10,000.

The elevator and business of Robt. Rexroat at Macomb, Ill., has been disposed of by him to D. Eastin.

D. Wood and others have made plans for the erection of a new elevator at Ducy Crossing, near Wapello, Ill.

A concrete elevator is under course of erection at Princeton, Ill., for the Farmers Elevator Company of that place.

The capital stock of the Pontiac Farmers' Grain Company located at Pontiac, Ill., has been increased from \$20,000 to \$40,000.

V. P. Turner and Jesse Savage will erect a new elevator at Peoria, Ill. The firm of Turner-Hudnut & Co. has been bought by them.

A modern 25,000-bushel elevator and new business house has been completed at Galesburg, Ill., for the Consumers Fuel & Feed Company.

The interest of I. L. Lemmon in the Elmore & Lemmon Elevators at Roodhouse, Manchester and Barrow, Ill., has been sold to his partner.

The charter of the Jacksonville Grain & Commission Company, Jacksonville, Ill., has been amended increasing the capital stock from \$10,000 to \$15,000.

A new elevator is being constructed by the farmers at Stanford, Ill. The plant is built of concrete and will cost in the neighborhood of \$17,000.

James M. Jeffrey, M. D. Burns and R. B. Mayall are interested in the incorporation of the Farmers' Grain & Mercantile Company of Clinton, Ill. Capital stock is \$10,000.

Incorporation papers have been filed for the Farmers' Elevator & Supply Company of Port Byron, Ill., which is capitalized at \$7,000. Fred S. Moody is one of the organizers of the firm.

Work has been started on the construction of the new elevator for the Forest City Grain Company at Forest City, Ill. The plant consists of four bins, 16 feet in diameter and 60 feet high.

Incorporation papers have been filed for the Glenarm Grain Company to operate at Glenarm, Ill., capitalized at \$8,000. J. B. White, Byron Barbee and Eugene M. Catee are interested.

Louis A. Null, Karl Kline and S. H. Trego have filed incorporation papers for the Blandsville Farmers' Elevator Company of Colchester, Ill., capitalized with stock totaling \$20,000.

J. A. Gillis of Philo, Ill., has arranged with the Burrell Engineering & Construction Company for the remodeling of his elevator at that place with the addition of new machinery to make it up-to-date throughout.

The Chattan Farmers' Co-operative Elevator Company has been incorporated at Chattan (r. f. d. La Prairie), Ill., capitalized with stock of \$12,000.

George T. Pearce, John V. Willard, Geo. W. Flesner, *et al.*, are interested.

The elevator located at Jenkins Switch, near Clinton, Ill., has been purchased by the Kenney Elevator Company. The new owners will build an annex to the establishment which will double the capacity of the elevator.

The incorporators of the recently organized Farmers' Elevator of Prairie du Rocher, Ill., are Henry Bessen, Fred J. Nierschem, V. Palmier, Ed. Palmier and B. Krupps. The capital stock of the company amounts to \$10,000.

Articles of incorporation have been filed for the Clements Farmers' Elevator Company which will operate at Clements (r. f. d. Murrayville), Ill. John Flynn is interested in the company, which is capitalized with stock amounting to \$7,000.

A new engine room has been built to the elevator of W. T. Bradbury Company at Bellflower, Ill. The interior of the elevator has also been remodeled and rearranged and the capacity of the plant has been increased. The plant is now lighted by electricity.

The Farmers' Elevator & Supply Company of Rock Island, Ill., has been incorporated and will deal in grain, seed, feed, etc. Fred S. Moody, Lewis Gilbert, Lewis F. Reiling, Fred Hollister and Chas. Simpson are interested. The capital stock of the company amounts to \$7,000.

## IOWA

Fiala Bros. are succeeded at Solon, Iowa, by J. J. Fiala.

Hubbard & Co. have built a new elevator at Cylinder, Iowa.

Cassaday & Son will build a new elevator plant at Whiting, Iowa.

A large elevator is being built at Modale, Iowa, by William Shapnack.

The Tiedeman Elevator at Curlew, Iowa, has been purchased by Critz & Co.

S. G. Compton & Son are remodeling their elevator at Guthrie Center, Iowa.

An addition has been built to the elevator of B. C. Kempbil at Dexter, Iowa.

V. G. Adams succeeds Knudson & Adams in the grain business at Akron, Iowa.

The Western Elevator Company has completed its plant at Linn Grove, Iowa.

J. H. Port has let the contract for the erection of a new grain elevator at Carson, Iowa.

The Tiedeman Elevator located at Webb, Iowa, has been purchased by Davis & Greive.

An addition is being built to the elevator of C. M. Miller located at Ticonic, Iowa.

Improvements are being made on the Farmers' Elevator Company's plant at Holland, Iowa.

Shorrett & Tenney are succeeded at Ida Grove, Iowa, by D. E. Shorrett Elevator Company.

A hollow brick addition is being built to the Greig & Zeeman Elevator at Lake Park, Iowa.

E. T. Inffer and D. V. Ferris are interested in the erection of a large elevator at Creston, Iowa.

A modern office building is to be built at Eagle Grove, Iowa, for the Farmers' Elevator Company.

D. W. Brick and C. R. Stinson have purchased the McPherson Elevator and store at Red Oak, Iowa.

G. H. Williams and others have incorporated the Farmers' Grain Co-operative Company at Boone, Iowa.

The new 40,000-bushel elevator of the Farmers' Elevator Company at Kellogg, Iowa, has been completed.

B. F. Whetsler has purchased the Heiderscheidt Elevator at Corwith, Iowa. The consideration is \$16,400.

A. H. Nafus & Son have sold their elevator at Nashua, Iowa, to Nashua Equity Co-operative Association.

H. Barish & Co. has been organized at Sioux City, Iowa, to deal in grain and coal. Capital stock is \$25,000.

The Iowa & Missouri Elevator Company of Mt. Airy, Iowa, has placed its order with the Burrell Engineering & Construction Company for a new 20,000-bushel studded elevator at Albany, Mo., as

well as to remodel and furnish new machinery for their elevators at Lamoni, Iowa, and Davis City, Iowa.

Extended improvements are to be made by Good Bros. on their elevators at Payne, McPaul and Percival, Iowa.

The elevator interest of Salyers & Kayton at Malvern, Iowa, have been purchased by the Eacrett Grain Company.

A new farmers' elevator is under construction at Cylinder, Iowa. The plant will have a capacity of 35,000 bushels.

The Farmers' Elevator Company is planning to build a new 15,000 or 20,000-bushel elevator at Ferguson, Iowa.

The capital stock of the Farmers' Elevator Company at Lake Park, Iowa, has been increased from \$10,000 to \$20,000.

J. W. Harding has sold his elevator and grain business at Keota, Iowa, to Walter L. Fagen. Consideration is \$14,500.

The Chicago & Northwestern Railroad has let the contract for a \$600,000 fireproof elevator at Council Bluffs, Iowa.

Carson & Ploghoft have purchased the elevator situated at Elliott, Iowa, formerly owned and conducted by C. E. DeWitt.

A. D. Erickson has discontinued operating the elevator at Inwood, Iowa. The plant will be conducted by G. A. Lyon.

The Cavers Elevator Company of Neola, and Underwood, Iowa, is succeeded by the Dawson Grain Company of Omaha, Neb.

Larson & Nelson have disposed of their elevator situated at Thor, Iowa. The establishment is to be conducted by C. C. Schulte.

The Thorpe Elevator Company has sold its elevator plant at Perkins, Iowa, to the Farmers' Co-operative Association of Hull.

A 20,000-bushel elevator is to be built at Sioux City, Iowa, for the Sioux City Stockyards Company of which F. L. Eaton is president.

The elevator and grain business of E. W. Oats & Co., at Raleigh, Minnet County, Iowa, has been purchased by the Raleigh Grain Company.

Mr. Koons is no longer with the grain firm, Koons, Walker & Peebler of Batavia, Iowa. Hereafter the firm will be conducted as Walker & Peebler.

The Farmers' Elevator Company of Kesley, Iowa, is building a new 25,000-bushel cribbed elevator. The contract was let to the Burrell Engineering & Construction Company.

A new \$12,000 elevator has recently been completed at Osgood, Palo Alto County, Iowa, for Stockdale & Maack of Estherville. The building has a capacity for 39,000 bushels.

The Quaker Oats Company is adding to its elevator facilities by the construction of a new 40,000-bushel elevator at Hawley, Iowa. The contract was let to the Burrell Engineering & Construction Company.

## OHIO AND MICHIGAN

A modern grain elevator is to be built at Hillsiards, Ohio.

A new grain elevator is to be built in the spring at London, Ohio.

The McLaren Elevator at Clare, Mich., has been purchased by Chatterton & Son.

P. H. Maloney & Co. will operate the old Post Bros. Elevator at Belding, Mich.

A new 30,000-bushel elevator is to be built at Alma, Mich., for the Alma Elevator Company of that town.

Extensive improvements are being made on the elevator of the Orr Bean & Grain Company of Midland, Mich.

An addition, making room for 2,500 bushels, is to be built to the bean elevator of W. W. Boughner at Fountain, Mich.

J. A. Richards is president of the Albion Farmers Elevator Company at Albion, Mich., capitalized with stock of \$40,000.

The Hewitt Grain & Provision Company has opened up a new branch store at Sault Ste. Marie,

Mich. The store there will handle grain, feed and flour, and will engage in the wholesale business entirely.

Capitalized with stock amounting to \$10,000, the Butternut Elevator Company has been incorporated at Butternut, Mich.

The Farmers Co-operative Elevator Company has been formed at Holly, Mich., and will either buy or build an elevator there.

H. G. Dehring has disposed of his elevator at Curtice, Ohio, to the Farmers' Co-operative Elevator Company of Rocky Ridge, Ohio.

The Kinde and Filion Elevators of the Wallace Grain Company have been purchased by the Bad Axe Grain Company of Bad Axe, Mich.

A new elevator has been completed at Milton Center, Ohio, for the Milton Center Grain & Stock Company. A new drier is being installed.

F. G. Johnson & Co. of Harrisville, Mich., have sold out to C. B. Pyle. He will continue the business as C. B. Pyle. Mr. Johnson has retired.

Howard E. Chatterton, Earl B. and Edith Hepker are interested in the Morrice Grain & Bean Company of Morrice, Mich., capitalized with stock amounting to \$20,000.

Calhoun Co-operative Elevator Company has let the contract to the Burrell Engineering & Construction Company for a new concrete elevator at Marshall, Mich., with capacity of 17,000 bushels.

The Vanburen Mill & Elevator Company of Vanburen, Ohio, has contracted with the Burrell Engineering & Construction Company for a cribbed elevator and corn crib. Capacity amounts to 25,000 bushels.

Incorporation papers have been filed for the Grover Hill Grain Company at Grover Hill, Ohio, capitalized with stock of \$11,000. J. T. Palmer, Zender Laudahn, S. F. Bowen, Robert Wagers and Geo. H. Dustman are interested.

Irvin T. Fangboner of Bellevue, Ohio, is remodeling his elevators at Omar, Fremont, Colby (via Clyde), Black Rock and Parkertown (Castalia p. o.). The elevators are being put in first class shape by the Burrell Engineering & Construction Company.

Improvements are being made to the elevator of the Perrysburg Grain & Seed Company at Perrysburg, Ohio. A new boiler and engine and leg with 7x16-inch buckets with carrying capacity of 3,000 bushels per hour have been installed. Corn and wheat cleaners have been added and a track scale of 100 tons capacity installed. New feed house and office building, 22x60 feet, also to be built.

## THE DAKOTAS

Chas. P. Darby has purchased the Reedy Elevator at Parker, S. D.

Aug. Merritt has sold his elevator at Running Water, S. D., to P. Magnuson.

The Bagley Elevator Company has purchased the Selby Roller Mill at Selby, S. D.

A new grain elevator is being built by R. W. Cope at his farm near Artesian, S. D.

The old Bingham Elevator at Britton, S. D., has been purchased by Clark & Richards.

A new elevator is to be built at Selfridge, N. D., for the Winter-Truesdale-Ames Company.

The Occident Elevator Company of Linton, N. D., has repaired its plant located at that place.

The Java Grain Company is making numerous improvements on its elevator at Webster, S. D.

The South Dakota Grain Company has equipped its Harrisburg, S. D., plant with a new engine.

J. F. Ramage has practically completed his new 15,000-bushel elevator on his farm at Langdon, N. D.

The elevator of the Security Elevator Company at Minot, N. D., has been purchased by G. B. Martin.

M. Anderson and others have formed the Norwich Equity Co-operative Elevator Company at Norwich, N. D.

The Farmers' Co-operative Equity Union of Lantry, S. D., is building a 20,000-bushel grain elevator.

A new farmers elevator is being erected at Taylor, N. D. The capacity of the plant is to be 100,000 bushels.

An addition has been built by Garrett & Leeper of Blunt, S. D. A new feed grinder has also been installed.

A. E. Ireland has sold his elevator and coal sheds at Carrington, N. D., to the Osborn-McMillan Elevator Company.

The Trans-Mississippi Grain Company's elevator located at Fairfax, S. D., has been purchased by J. G. Combes.

The elevator of the Glow Grain Company at Egan, S. D., has been taken over by the Quaker Oats Company.

The elevator plant of the Great Western Elevator Company at Nanson, N. D., has been closed

down and its buyer, W. C. Warton, transferred to Flora.

A new elevator is to be built at Neche, N. D., for the National Elevator Company on the site of the one which burned.

G. B. Martin has disposed of his elevator at Max, N. D., to the Farmers' Equity Co-operative Elevator & Trading Company.

The Equity Society has started the erection of a new elevator at Ypsilanti, N. D., the third to be erected in that town.

Jas. E. Duncan, T. W. Duncan and others have organized the Duncan Elevator Company at Litchville, N. D., capitalized with stock of \$20,000.

Work has been practically completed on the new elevator of K. L. Boulden at Fergus, N. D. The plant is 24x40 feet with capacity for 7,000 bushels grain.

The Levant Elevator Company has been incorporated at Manvell, N. D., capitalized with stock of \$25,000. W. L. Hoover, Walter M. Jones, Lizzie Jones and G. E. Hoover are interested.

An application has been filed by members of the Farmers' Elevator Company of Dawson, N. D., for the dissolution of that company as a corporation. The final hearing is to be given on October 26.

The 40,000-bushel elevator of the Farmers Elevator Company at Dawson, N. D., is practically completed. The plant contains 16 hoppers and is equipped with modern machinery. Power is furnished by a 20-horsepower engine.

## INDIANA

The Fairland Grain Company of Fairland, Ind., expects to go out of the grain business.

J. R. McConnaughey's interest in the Flinn Grain Company's elevator at Fowler, Ind., has been purchased by Mr. Baird.

The elevator of the Walker Grain Company of Montpelier, Ind., has been purchased by the Studebaker Grain Company of Goshen, Ind.

Manson Unger's elevator located at Russiaville, Ind., has been sold to A. E. Betts & Son of Forest, Ind. The plant has a capacity of 20,000 bushels grain.

Arthur C. Miller, Geo. F. Miller and A. E. Miller have incorporated the Miller Hay & Grain Company of Evansville, Ind., capitalized with stock aggregating \$10,000.

Charles A. Phillips has disposed of his elevator at Bicknell, Ind., to Oscar L. Barr, formerly of Walker & Barr at Wheatland. He will operate as the Barr Grain Company and will dismantle the old building and erect a new structure in its place.

## WESTERN

P. J. Anderson is erecting a new elevator at Conrad, Mont.

A new elevator is to be built in Pablo, a new town near Polson, Mont.

Another grain elevator is to be built at Nashua, Mont., in the near future.

The McCabe Bros. of Minneapolis have erected a new elevator at Sweetgrass, Mont.

The Co-operative Farmers Elevator at Fairview, Mont., has been leased by B. L. Hardaway.

A bean elevator is to be erected at Ft. Collins, Colo., for Herbert Chase and Carl K. Rupp.

A 50,000-bushel elevator is being built at Livingston, Mont., for the Park County Milling Company.

The Tacoma Grain Company of Tacoma, Wash., has changed its name to C. S. Barlow & Sons, Inc.

A 25,000-bushel elevator has been erected at Montpelier, Idaho, for the Montpelier Milling Company.

The Hanson Bros. of Flaxville is building a new elevator of 30,000 bushels' capacity at Scobey, Mont.

The Valier Elevator Company has built a new elevator at Valier, Mont. T. J. Thompson is to be in charge.

The Poplar Equity Co-operative Association of Poplar, Mont., will build a new elevator and flour mill there.

C. E. Blackwell & Co.'s grain warehouse located at Riverside, Wash., has been purchased by F. S. Farnsworth & Co.

The Farmers Elevator Company of Roundup, Mont., has increased its capital stock from \$10,000 to \$25,000.

A new brick warehouse and elevator is being built at Colorado Springs, Colo., for the Seldomridge Grain Company.

The Montana Central Elevator Company has purchased the Reservation Farmers Grain Company's elevator at Ravalli, Mont.

Capitalized with stock of \$100,000, the Farmers Equity Trading Company has been organized at Buhl, Idaho, succeeding the Farmers Union Trading Company, and has started the erection of a

100,000-bushel cribbed elevator. Matthew Scully is president and W. F. Forbes, manager of the firm.

The Meridian Elevator Company's plant at Nampa, Idaho, has been purchased by the Nampa Milling & Elevator Company.

A new gas engine is being installed and other improvements made on the plant of the Northern Elevator Company at Colfax, Wash.

Anna E. Nelson has filed incorporation papers for the Mt. Vernon Grain Company of Mt. Vernon, Wash., capitalized with stock of \$10,000.

The Globe Milling & Grain Company of San Francisco, Cal., has started to build a new 600,000-bushel grain elevator at West Ogden, Utah.

The new Farmers' Union Elevator at Heppner, Ore., has been completed. The plant is operated by power furnished by two 22-horsepower gas engines.

Gary Bros. & Gaffke Company of Bozeman, Mont., is succeeded by Gary Hay & Grain Company. The new company is to incorporate with stock of \$100,000.

A new addition has been built to the plant of the International Elevator Company at Scobey, Mont., making the total capacity of the establishment 50,000 bushels.

The Montana Central Elevator Company has disposed of its elevator located at Amsterdam (r. f. d. Manhattan), Anceney, Gallatin County, Mont., to the Bozeman Milling Company.

The Rose of Idaho Milling Company of McCammon, Idaho, has sold its mill to Jesse Knight of Provo, Utah, who is remodeling it and erecting a 60,000-bushel concrete elevator.

The Mesa Mill & Elevator Company is erecting a 65,000-bushel elevator at Delta, Colo. The warehouse will be 30x40 feet and the tanks will be 12 feet in diameter and 56 feet high.

The charter of the Clovis Mill & Elevator Company at Clovis, N. Mex., has been amended, making \$10,000 of its \$35,000 capital stock preferred stock, the remaining \$25,000 to be common.

The Rock Creek Farmers' Elevator at Red Lodge, Mont., has been disposed of to the Treasure State Grain & Seed Company. The new proprietors own and operate elevators in Boyd, Roberts and Fox.

The Burrell Engineering & Construction Company has a contract from the Union Grain & Elevator Company of McCammon, Idaho, for a new elevator there and at Virginia, Idaho. Both are to have a capacity of 30,000 bushels.

## SOUTHERN AND SOUTHWESTERN

L. Dumas is building a new elevator and mill at Honey Grove, Texas.

A large corn elevator is to be built at Greenwood, Fla., for W. Brandon.

The Imperial Cotton Oil Company is to build a corn elevator at Macon, Miss., it is reported.

A storehouse, 20x40 feet, has been built for the Cherry-Moss Grain Company of Union City, Tenn.

Efforts are being made to interest capital in the erection of a modern grain elevator at Savannah, Ga.

The Maney Export Company and the Miltenburger Grain Company of Hammon, Okla., have consolidated.

The Farmers & Merchants Cotton & Grain Company at Rocky, Okla., has been dissolved and property disposed of.

Concrete storage tanks of 120,000 bushels' capacity are to be built for the Enid Milling Company of Enid, Okla.

The Clifton Elevator at Sharon, Okla., has been taken over by W. A. Teter. He will operate as Sharon Grain Company.

S. M. Neeley and others have formed the Westover Grain Company at Ft. Smith, Ark. Capital stock of the company is \$50,000.

P. F. Craver will erect a new grain elevator at Memphis, Texas. They will handle seeds, kaffir, milo maize, millet and cottonseed products.

W. C. Boardman and B. C. Neeld have purchased the business of the Tampa Bay Grain Company at St. Petersburg, Fla., from Cramer B. Potter.

The large elevator has been completed at Waukomis, Okla., by C. W. Goltry Grain Company. The elevator is to have capacity of 20,000 bushels.

The Ben Hill Company of Ben Hill, Ga., will erect a grain elevator plant there with a capacity of 20,000 bushels and a handling capacity of 1,500 bushels per hour.

The Reeves Mill & Elevator Company has been incorporated at Quapaw, Texas. Capital stock is \$10,000. C. R. Reeves, M. B. Reeves and L. M. Tyler are interested.

The Arkansas Grain Company of Stuttgart, Ark., is building a 10,000-bushel elevator and 50-barrel mill at that place. J. W. and Floyd Searan are to operate the plant.

A modern elevator is to be built at Cairo, Ga., by a company in which the following are interested:

C. W. Jones, Thos. Wight, W. L. Wight, J. M. Poulk, K. P. Wight, I. Higdon and W. A. Carr.

Marion Curry, C. J. Harrell, E. R. Pendleton and others have incorporated the Valdosta Mill & Elevator Company of Valdosta, Ga., capitalized with stock of \$25,000. They will establish a grain elevator there.

The Wichita Mill & Elevator Company of Wichita Falls, Texas, has contracted with the Burrell Engineering & Construction Company for a 500,000-bushel concrete grain elevator to be built at Amarillo, Texas.

The Commercial Club of Florence, Ala., is promoting the erection of a new grain elevator plant there. C. W. Ashcraft, P. A. Patrick, H. L. Reeder, F. A. Nolen, W. M. Richardson and J. W. Paige are on the special committee.

The Early Grain & Elevator Company of Amarillo, Texas, has just completed an addition to their warehouse, 65x80 feet, giving them a warehouse of 75,000 bushels' capacity with an elevator of 85,000 bushels' capacity.

Reports state that the new storage annex which is being built to the grain elevator at New Orleans, La., is to be put into operation by the last of November. The annex will have a capacity of 1,600,000 bushels and will consist of 112 tanks.

Witherspoon-Englar Company has the contract from the Kentucky Public Elevator Company for the reconstruction of its elevator at Louisville, Ky. The plant will be built of reinforced concrete of 70,000 bushels' capacity, costing \$200,000.

The Red Star Products of Wichita, Kan., has filed papers in the state of Arkansas. The company deals in grain and manufacturers' grain products. Capital stock is \$10,000, of which \$3,000 represents amount set aside for conducting business in Arkansas.

The Jefferson County Products Company is building a new elevator and warehouse at Monticello, Fla. John Pasco is president; H. K. Miller, vice-president, and Leo. Majewski, secretary of the company. Shelling, cleaning, elevating, loading and grinding machinery is to be installed.

The D. D. Flour & Grain Company has leased the plant of the Fort Smith Milling Company located at Fort Smith, Ark., and is making numerous improvements on same. When repairs, etc., are completed the elevator will have a capacity of 50,000 bushels grain with hay capacity of 50 cars.

The Branford Products Company has been organized at Branford, Fla., for the purpose of conducting a grain elevator and dealing in grain, etc. Robert Simpson is president; Robt. A. Ivey, vice-president; Frank C. Murray, secretary-treasurer. The company is capitalized with stock of \$10,000.

The Florida Grain & Elevator Company, Inc., of Jacksonville, Fla., has completed work on a new grain elevator there. C. W. Zaring is president of the company. The plant is modern and has facilities for handling about 60,000 bushels of grain at a time.

## EASTERN

Skutt & Aldrich have opened up a new house at Wolcott, N. Y., and will handle grain and beans. James Boyd will be local manager.

Improvements are being made by the Electric Grain Elevator Company of Buffalo, N. Y., on its plant and docks doubling the capacity for elevating and shipping grain.

A new 5,000,000-bushel grain elevator is to be erected near the site of the No. 3 Elevator at Canton, Md., which burned June, 1915. Work on the foundation has been started.

The firm W. E. Moulton & Co. has been incorporated by G. S. Haxton, A. J. Waterman and D. F. Taylor and will operate at Alexander, N. Y. Capital stock of the company is \$18,000.

Incorporation papers have been filed for the Farmers' Co-operative Union to deal in grain, farm products, etc. William F. O'Keefe, Geo. G. Stiegler and M. Gehrman of Wilmington, Del., are interested in the corporation, which is capitalized with stock of \$2,000,000.

## CANADA

Operation is to be started in the Northwestern Elevator at Ft. William, Ont., on October 20.

M. Sellers & Son are building a new 500,000-bushel elevator at Ft. William, Ont., costing \$225,000.

The Roy Milling Company has completed, at a cost of \$75,000, a new 65,000-bushel elevator at Ft. William, Ont.

The Canadian Farmers' Hay Exchange Elevator in Winnipeg, Ont., has been purchased by E. J. Bawlf & Co.

A license for operating a public terminal elevator at Ft. William, Ont., has been taken out by Davidson & Smith.

Kellogg's Toasted Corn Flakes Company, London, Ont., is building a grain storage plant consisting of

6 tanks with capacity of 40,000 bushels and a hominy mill. The cost of the addition is \$50,000.

The 500,000-bushel addition to the elevator of N. M. Paterson at Ft. William, Ont., will be ready for operation in December.

The Moore-Iverson Grain Company, Ltd., of Barons, Alta., has been incorporated, capitalized with stock amounting to \$15,000.

The Farmers' Club Grain Company, Ltd., was granted a Federal charter to operate at Winnipeg, Ont. Capital stock is \$100,000.

Plans are under consideration by Hallett & Carey for the purchase of Leech & Anderson's nine elevators in the Goose Lake District, Ont.

The Atlas Elevator Company has sold its five elevators in Yorkton, Sask., district to N. Bawlf Grain Company, Ltd., for the consideration of \$40,000.

The N. Bawlf Grain Company, Ltd., has purchased the six elevators on the C. P. R. near Yorkton, Sask., from the Imperial Elevator Company. Consideration amounted to \$42,000.

The Saskatchewan Co-operative Elevator Company is erecting a new plant at Port Arthur, Ont., with a capacity of 200,000 bushels and with a working house of 500,000 bushels' capacity.

## MINNESOTA AND WISCONSIN

The Hanson Bros. have moved their elevator at Ashland, Wis.

A. C. Hatch sold his Deer Creek, Minn., elevator to A. H. White.

The new farmers' elevator at Huntley, Minn., has been put into operation.

A new addition is being erected to the elevator located at Richville, Minn.

The Knauf & Tesch Company is building a large elevator at Greenleaf, Wis.

Johnson & Glader have purchased an elevator located at Kandiyohi, Minn.

H. Thorsgaard has purchased the Cargill Elevator located at Blair, Wis.

J. and I. Brevik now own the Cusick Elevator and coal bins at Lockhart, Minn.

Froemming & Busse are improving their elevators at Rio Creek and Forestville, Wis.

The elevator of M. M. Guthrie at Blooming Prairie, Minn., is being overhauled.

A new elevator of 15,000 bushels' capacity is to be built at Evan, Minn., by Albert Green.

A new coal shed has been added to the Atlantic Elevator Company's plant at Almora, Minn.

A new warehouse, 30x60 feet, is being built at Watkins, Minn., by Phil Werner, a grain dealer.

W. A. Heilstein has sold his elevator at Oconomowoc, Wis., to the Armour Grain Company.

The elevator at Pettis (r. f. d. St. Peter), Minn., has been rented by the Mankato firm, Hubbard & Palmer.

The old Hubbard & Palmer Elevator at Beaver Creek, Minn., has been moved up to the St. John Elevator, replacing that elevator, which was moved away.

The Farmers Co-operative Elevator Company of Stewart, Minn., is building a new addition to its elevator.

The Farmers' Milling & Elevator Company of Ellendale, Minn., has equipped its elevator with a new cleaner.

The farmers around Ogema, Wis., are organizing an elevator company. They may build an elevator and warehouse.

J. J. Olstad, S. R. Haugaard and N. A. Johnson have incorporated the Farmers' Elevator Company of Marshall, Minn.

Work has been completed on the new Triumph Farmers Co-operative Elevator Company's elevator at Triumph, Minn.

An addition has been built to the elevator of A. B. Mandt at Goodridge, Minn. It will be used as a flour warehouse.

The Farmers' Supply & Grain Company has been incorporated to operate at Breckenridge, Minn. Capital stock is \$50,000.

The Twin Valley Grain Company has been formed at Twin Valley, Minn., and has purchased the Heiberg Elevator there.

Haldeman & Walz have purchased the elevator property of the Farmers Elevator & Mercantile Company at Norwalk, Wis.

An addition has been built to the plant of the Pacific Elevator Company at Winthrop, Minn. The addition will be used as a feed mill.

The establishment of the Minnesota Elevator Company at Goodhue, Minn., has been purchased by the Farmers' Mercantile Elevator Company.

Ed. Berkner has purchased the old Blanchard Elevator and warehouse at Eleppy Eye, Minn. If he can secure a new lease from the Northwestern

Railroad, he will remodel the elevator and enter into the grain buying business.

Next season a large and modern grain elevator is to be built at Flensburg, Minn. As temporary headquarters a storehouse will be built this fall.

The Russell Elevator at Eyota, Minn., has been purchased by several farmers of that vicinity, who will operate as the Eyota Co-operative Company.

A new motor has been installed in the Atlas Elevator located at Wabasso, Minn., and in the future the plant will be operated by electricity.

The Gould-Pabst Company's warehouse stock at Crivitz, Wis., has been purchased by Pierre & Syeboda who will buy and sell grain, feed, flour, etc.

Work has been completed on the new elevator of the Red Lake Falls Milling Company at Middle River, Minn. C. A. Berg is agent for the company.

Modern electrical devices have been installed in the elevator of the Milwaukee Elevator Company at Frontenac, Minn. The electric plant replaces the old gasoline engine.

D. L. Quinlan's elevator at Royalton, Morrison County, Minn., has been purchased by the Niels Elevator Company. Quinlan just recently purchased the plant from I. W. Bouck.

The Farmers' Society of Equity has been incorporated at Waubun, Minn., capitalized with stock amounting to \$2,000. The company intends to build a warehouse in the near future.

The Farmers Elevator Company has been organized at Le Sueur, Minn., with S. Doherty, president; Wm. E. Bauleke, vice-president; Leo Hayden, secretary, and J. G. Braun, treasurer.

The old Rempel Elevator at St. James, Minn., has been purchased by F. Beck of Chicago, who will open it and conduct a grain business, dealing in wheat, oats, corn, barley, rye and flax.

Ed. Lindquist is president; F. H. Coughlin, vice-president; L. A. Howe, secretary and Earl Coleman, treasurer of the Echols Farmers' Elevator Association of Echols, Minn., capitalized with stock of \$10,000.

## MISSOURI, KANSAS AND NEBRASKA

A new Farmers Elevator is being built at Benet, Neb.

Robt. Hall will erect a new grain elevator at Liberal, Kan.

R. L. Drayton has purchased the Wade Elevator at Lincoln, Neb.

Work has been completed on the new Hardman Elevator at Wakeeney, Kan.

The elevator at Page, Neb., has been disposed of to R. L. Drayton of Lincoln.

A new elevator is being built on the site of the old farmers' elevator at Lorton, Neb.

D. S. Lord has installed a 10-horsepower electric motor in his elevator at Randolph, Neb.

The Farmers' Elevator Company of Lexington, Neb., will build a new warehouse there.

A new electric motor has been installed in the elevator of Tudor & Son at St. John, Kan.

The Farmers Union of Lincoln, Neb., will build a new 12,000-bushel grain elevator there.

Improvements have been made by G. A. Lamber-son on his elevator located at Wayne, Neb.

The elevator of the Livingston Trading Company at Leeton, Mo., has been disposed of by it.

A new elevator will be erected at Kismet, Kan., by the Pettit Elevator Company of Hutchinson.

J. L. Davis' elevator at Sholes, Neb., has been purchased by Chas. Schnider and W. Van Cap.

An addition, 32x36 feet, is to be built to the plant of the Hord Grain Company at Columbus, Neb.

The Broadwell Grain Company has been organized at Lincoln, Neb., to deal in grain, seeds and flour.

Demers & Son of Sunol, Neb., are making improvements on their 15,000-bushel elevator plant there.

Capitalized with stock of \$75,000, the Leonard Mill & Elevator Company was incorporated at Saxman, Kan.

The capital stock of the Healy (Kan.) Co-operative Elevator Company has been increased from \$10,000 to \$25,000.

A. H. Hillis has purchased the elevator at Wynot, Neb., formerly conducted by the King Elevator Company.

The William Bolan Elevator at Rossville, Kan., has been leased by the Golden Belt Elevator Company of Topeka, Kan.

The grain and feed business of C. A. Aikman at Eldorado, Kan., has been taken over by the Stevens-Scott Grain Company.

The Fisher Elevator at Centralia, Kan., has been leased by L. Karnowski and Henry Meyer. The plant will be overhauled.

The Nye-Schneider-Fowler Company of Fremont, Neb., is building an elevator which will have a capacity of 550,000 bushels.

A new iron clad elevator of 20,000 bushels' capacity is being built at Everest, Kan., for the Farmers' Union Elevator Company.

A new steel and concrete warehouse has been built at Germantown, Kan., for the Germantown Grain & Supply Company.

B. Koehler Grain Company has purchased J. Delaney's elevators at Geneva, Strang, Bruing, Belvidere and Shickley, Neb.

Reports state that the Sethman-Jones Grain Company has leased its elevator at Waldron, Kan., to the Kansas Milling Company.

The Farmers Union Grain Company has been incorporated at Omaha, Neb., by Arthur H. Schultz. Capital stock amounts to \$50,000.

Foster Kent has sold his elevator at Troy, Kan., which he purchased recently from Geo. W. Kinkaid to Chas. Triplett and B. F. Whittaker.

B. Fitzpatrick, A. L. Young and Charles Roach have formed the Farmers Co-operative Union of Utica, Kan. Capital stock is \$10,000.

W. F. Dale, T. E. Stephens and others have incorporated the Farmers' Elevator Company of Denton, Neb., capitalized with stock of \$20,000.

The Farmers Lumber & Grain Company's elevator at Kimball, Neb., has been purchased by the Farmers' Union Co-operative Association.

Interest of Mr. Jones in the elevator at Hazleton, Kan., has been purchased by J. W. Grimm. The firm will now operate as Grimm & Murphy.

Louis Hilfer, W. O. Greene and I. K. Reiser have incorporated the Grain By-Products Company of St. Louis, Mo. Capital stock amounts to \$5,000.

Capitalized with stock amounting to \$20,000, the Farmers' Union Grain Exchange has been incorporated at Sacramento, Neb. C. W. Buchanan is interested.

Incorporation papers have been filed for the Farmers Elevator & Trading Company of Martel, Neb., capitalized with stock of \$5,000. Wm. Obermeyer is interested.

The Wilson County Grain Co-operative Association of Fredonia, Kan., has been formed there, capitalized with stock of \$2,000. The company will buy and sell grain, feed, produce, etc.

The Stafford County Flour Mills Company of Hudson, Kan., has given its contract to the Burrell Engineering & Construction Company for two concrete tanks to enlarge its present storage capacity.

The elevator of L. H. Powell & Co. at El Dorado, Kan., has been moved from the location on the Missouri Pacific to property along the Santa Fe. It is expected that the Santa Fe will run a spur track to the new location of the elevator.

The plant of the Sylvia Milling Company at Sylvia, Kan., is being overhauled. The plant has milling capacity of 250 barrels and storage capacity of 75,000 bushels. John Stephens, J. B. McClure, Chas. Roamer and R. Russell are interested.

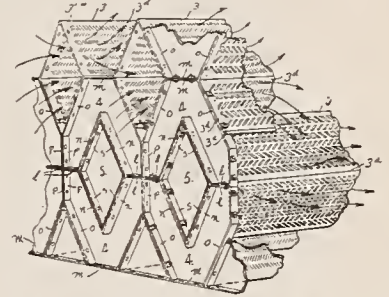
The Stevens-Scott Grain Company of Wichita, Kan., has purchased the Imboden Mill at that city, and will open under the name of the Imperial Mill Company. The mill has a milling capacity of 350 barrels with storage capacity for 60,000 bushels.

## GRAIN TRADE PATENTS

Bearing Date of September 4, 1917

Grain Drier.—Oliver W. Randolph, Toledo, Ohio. Filed October 13, 1916. No. 1,239,216. See cut.

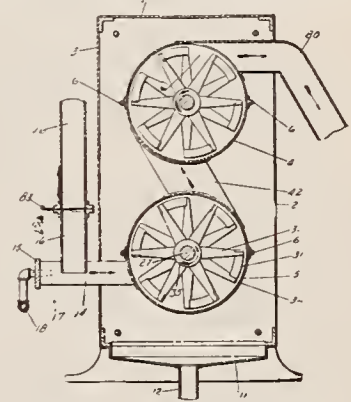
Claim: In a grain drier, an elongated, rectangular upright hollow drier body, having opposite air inlet and outlet sides provided with corresponding horizontal and vertical parallel rows of equal diamond shaped openings at regular intervals, end plates connecting the inlet and outlet sides, hollow screens, diamond shaped in cross section, extending horizontally through



the body of the drier with their ends secured, one in each opposite pair of openings of the sides, and closures for the screens closing each screen at one end, alternate horizontal rows of the screens being closed at the inlet side and open at the outlet side, and alternate horizontal rows being open at their inlet ends and closed at their outlet ends, and means to deliver heated air into the screens that are open at the inlet side of the drier body.

Machine for Cleaning Grain.—Martin W. Hunt, Portland, Ore. Filed February 7, 1917. No. 1,239,397. See cut.

Claim: In a machine for cleaning grain, the combination with a casing provided with drainage, a foraminous cylinder, and a revoluble frame within the same, of a washing chamber communicating with the

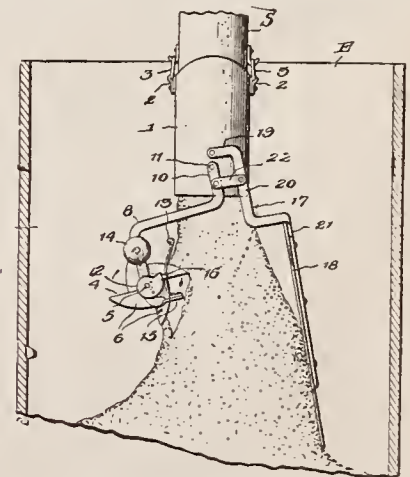


interior of the cylinder, means for supplying a flow of grain thereto, and means for supplying a flow of detergent liquid under high pressure to the grain within said chamber.

Art of Cleaning Grain.—Martin W. Hunt, Portland, Ore. Filed February 7, 1917. No. 1,239,396.

Alarm for Grain Bins.—William E. Stine, Padroni, Colo. Filed May 1, 1916. No. 1,239,315. See cut.

Claim: The combination with an inlet spout, of an alarm normally disposed out of the path of flow of material through said spout, and means for automatic-



ally moving said alarm beneath the end of the spout to cause the same to be directly actuated by the flow of materials and for returning the same to its normal position.

Cleaner for Conveyor Belts.—Conrad A. Winters, Anaconda, Mont. Filed July 27, 1916. No. 1,239,066.

Seed Corn Testing Machine.—Earl Glenard Tjossem, Des Moines, Iowa. Filed February 21, 1917. No. 1,238,956.

Bearing Date of September 11, 1917

Process of Removing Fiber from Unretted Flax Straw and Preparing the Residue for Stock Food.—Jonas Brolin, Sioux Falls, S. D. Filed April 1, 1916. No. 1,239,667.

Combination Freight and Grain Car.—Elmer J. Beebe and Clide C. MacGregor, Flint, Mich. Filed November 15, 1916. No. 1,239,863.

Bearing Date of September 18, 1917

Seed Corn Drier.—Robert F. Plumb, Tennant, Iowa. Filed February 15, 1916. No. 1,240,365.

## FIRES—CASUALTIES

Everett, Mass.—Fire damaged the feed store of M. J. Cahill & Co.

Texas City, Texas.—The Bay Grain & Feed Company's plant here burned.

Meridian, Miss.—A. H. George's feed house was damaged by fire not long ago.

Elmo, Mo.—Grain and corn cribs of the Elmo Elevator were damaged by fire.

Lancaster, Pa.—Fire caused slight damage to Frederick Pontz's elevator at this point.

Larimore, N. D.—The Farmers Elevator at this place was slightly damaged by fire not long ago.

Reading, Pa.—I. B. Seibert's feed and coal business was destroyed by fire. Loss amounted to \$8,000.

Elgin, Man., Canada.—Elevator of the Western Canada Elevator Company was burned with loss of \$15,000.

Ristine (mail to Laforge), Mo.—A. B. Hunter's two warehouses were damaged by fire with losses of about \$30,000.

Eau Claire, Wis.—Serious damage was done to the elevator owned by the Cheney Elevator Company by fire on October 2.

Rosemond, Ill.—H. H. Moxley's elevator here burned. About 1,000 bushels wheat and 3,000 bushels oats were destroyed.

Bowman, N. D.—Fire started in the cupola of the Western Grain & Lumber Company's elevator but no serious damage was done.

Java, S. D.—Fire damaged the Java Equity Elevator some time ago. The company is now building a new and more modern establishment.

Hawkeye, Iowa.—Slight loss was suffered by the Farmers' Elevator Company when fire started in its office between the ceiling and roof.

Chicago, Ill.—Slight damage was suffered by the Northwestern Malt & Grain Company, where fire occurred in its elevator here on October 4.

Mankato, Kan.—The Chilcott Feed Store and mill here were damaged by fire. Losses amounted to between \$4,000 and \$5,000; insurance, \$1,500.

Florence Crossing, near St. Joseph, Mo.—Slight damage was done to the Burlington Elevator here by fire which started in the dust room of the plant.

Brandon, Man., Canada.—Fire starting in the gasoline shed of the Imperial Oil Company spread to the Western Canadian Elevator and caused considerable damage.

Diamond, S. D.—A. A. and C. G. Lindquist's elevator burned. The plant was destroyed about a month ago and had been partially rebuilt when the second fire occurred.

Oakley, Idaho.—Fire damaged the new elevator of the Burley Milling Company which was under course of erection. The upper part of the plant will have to be rebuilt.

Hoven, S. D.—Fire destroyed the Farmers Equity Exchange Elevator at this point. The grain was fully insured, while the building, valued at \$6,500, was insured for \$5,000.

Millville, N. J.—The Millville Flour, Feed & Grain Company's storehouse burned on September 15. A carload of baled hay was also consumed. Loss amounted to \$6,000.

Brooklyn, New York.—On the 13th of October the Dow Elevators, located in this city were destroyed by fire. The elevator contained grain intended for Army use. In investigations showed that the blaze started in the plant from grain dust explosion.

Belfield, N. D.—On September 25, fire destroyed the Farmers Elevator located here. Over 2,000 bushels of wheat, a carload of flour and one of flax were burned. Loss amounted to about \$25,000.

North Hudson (mail Hudson), Wis.—The large grain elevator of the New Richmond Elevator Company burned on September 28. The structure had a capacity of 50,000 bushels of grain, but it is believed to have contained little or no grain when the fire occurred.

Craven, Edmunds County, S. D.—Fire, starting from an overheated stove, it is thought, completely destroyed the elevator and coal sheds of the Victoria Elevator. No grain was stored in the plant; but 80 tons of coal were consumed. Loss is partially covered by insurance.

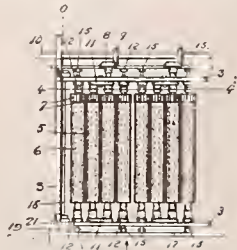
Oxnard, Cal.—The hay warehouse of the A. B. S. Factory here was destroyed by fire which resulted when the building was struck by a bolt of lightning. It contained 70 tons baled hay and 140 tons of straw. The contents were valued at \$2,500 and the building about \$1,500.

Omeme, N. D.—The Atlantic Elevator here was entirely destroyed by fire on September 27, with losses amounting to about \$18,000. The fire started in the cupola of the building. About 5,000 bushels of wheat and 150 tons of coal were stored in the elevator proper and the adjoining coal sheds when the fire broke out and the entire lot of grain and coal was destroyed.

East St. Louis, Ill.—The Acme Elevator here was destroyed by fire not long ago. The elevator was filled to capacity with grain and the warehouse contained 30,000 sacks of feed owned by Ralston-Purina Company. P. W. Harsh is the owner of the establishment. The value of grain is estimated at \$200,000; buildings, \$35,000. The grain was insured.

Roll Adjustment for Bean Picking Machines.—Albert T. Ferrell, Saginaw, Mich. Filed December 29, 1913. No. 1,240,693. See cut.

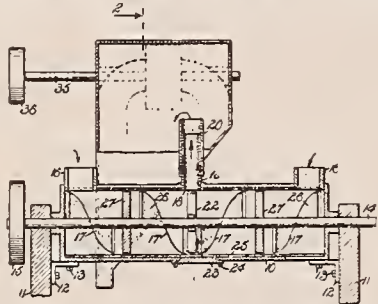
Claim: The combination with the main frame of a bean machine, of an inclined roll-supporting frame, means for changing the inclination of said frame, of sets of rolls arranged in pairs, half of said rolls being adjustable and the other half non-adjustable, a gear mounted on one end of each roll adapted to mesh with the next roll of the set, means for imparting movement to one of the non-adjustable rolls of each set, an arm secured to each end of each adjustable roll, a cam-shaft, a link pivotally connecting the arms at the upper ends of the adjustable rolls, each of said arms



being connected at one end to said camshaft, a link pivotally connected to each arm at the lower end of the adjustable frame, said link being pivotally connected at one end to an adjustable lever, which lever is connected at its lower end to said cam shaft.

Grain Polishing Machine.—Herman J. Piepgras, Caldwell, Idaho. Filed October 7, 1916. No. 1,240,775. See cut.

Claim: A polishing machine for grain and seeds, including a fixed cylinder having inlets at both sides of the center and having a central outlet at the top, a stand pipe through which the material passes from the said outlet, a relatively small shaft turning in the cylinder leaving an ample space in the cylinder to



receive a mass of material between the shaft and cylinder, separate individual spiral flights on the cylinder shaft and oppositely disposed at each side of the center, those flights adjacent to the center being convergent but having their terminals spaced from each other, and an ejector revolving with the shaft at the said outlet between the said terminals and receiving the material from both of the latter.

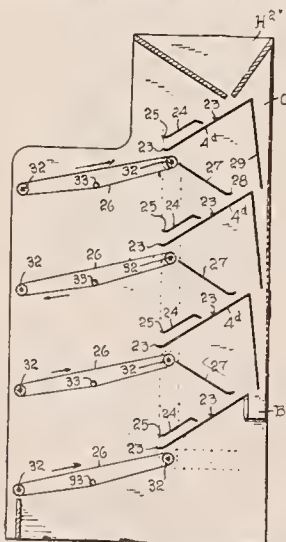
#### Bearing Date of September 25, 1917

Bean Drier.—George G. Egge, Montgomery, Ala., assignor of fifty-one one-hundredths to himself and forty-nine one-hundredths to J. C. Fischesser, Montgomery, Ala. Filed December 26, 1916. No. 1,241,465.

Bean Separator.—Ernst H. Mueller, Menfro, Mo. Filed February 19, 1917. No. 1,240,999.

Grain Separator.—John Stadtherr and Albert Bengtson, Gibbon, Minn. Filed April 16, 1917. No. 1,241,045. See cut.

Claim: A device of the character described comprising a plurality of inclined members discharging one upon the other, aprons depending from the upper end portions of certain of said members and endless car-



riers having their upper stretches traveling toward the members, each of said endless carriers receiving from an upper inclined member and delivering to an inclined member immediately therebelow.

LATE reports place Canada's wheat crop at 235,000,000 bushels. About 45,000,000 bushels are needed for home consumption, leaving 190,000,000 bushels for export.

AN embargo has been placed on all commodities other than grain by the Shippers' Navigation Company of Syracuse, N. Y., which operates freight boats on the Erie Canal and new Barge Waterway. The company will devote its entire facilities to the movement of grain during the balance of the season.

## HAY, STRAW AND FEED

L. Cullman will open a feed store at Hancock, Mich.

Lincoln Lee will conduct a feed business at Mystic, Iowa.

James E. Murphy will deal in feed and grain at Petaluma, Cal.

John Dobbins will carry on a feed business at Cameron, Texas.

R. P. Harris' feed store at Marshall, Ark., has been purchased by C. Tilley.

W. A. Williams has sold out his feed business at Marshall, Ill., to L. I. McFarland.

Christensen & Webster, hay dealers, are building a new warehouse at Junction City, Kan.

A. A. Welsh's feed business at Bloomington, Wis., has been purchased by Frank Newman.

The feed business of J. N. Waite at Easthampton, Mass., has been purchased by J. A. Sturges.

William Mahn has sold his feed and flour business located at Stewart, Minn., to John Babitz.

The feed store of J. S. Carter at Conway, Ark., has been sold by him to A. F. Brame of Wilmot.

The Coker-Lawton Food Company has been formed at Hartsville, S. C., to deal in hay, feed and grain.

The Cherokee County Mill & Elevator Company has entered into the feed and flour business at Columbus, Kan.

A. H. Rehard and John Bouck have formed a partnership and will conduct a feed and flour business at Oklee, Minn.

S. Klein has entered the feed business at Waupaca, Wis. He formerly conducted a fruit and grocery business there.

The feed and flour business of Lewis & Son at Dodgeville, Wis., has been purchased by the Dodgeville Produce Company.

The Hill Feed & Fuel Company's business at Lubbock, Texas, has been purchased by the Thomas Grain & Fuel Company.

The interest of A. G. Weide in Harder-Weide Hay & Grain Company of Yates Center, Kan., has been purchased by G. E. Bowen.

The Reed's Lake Fuel & Feed Company has been incorporated at East Grand Rapids, Mich., capitalized with stock amounting to \$10,000.

Morris & Tennyson have started in business at Trinidad, Colo. They will handle hay, flour, grain, beans, etc., and have installed a bean cleaner.

Frank Montgomery's interest in the feed and grain firm Montgomery & Bouldin, at McMinnville, Tenn., has been purchased by W. A. Passmore.

R. W. Wahl, N. L. Loan and Charles W. Gallery have incorporated Charles Gallery & Co. of Rochester, N. Y., to deal in hay, grain and coal. Capital stock is \$5,000.

F. W. Goeke & Co., of St. Louis, Mo., feed and grain dealers for more than 40 years have dissolved. W. C. Dickinson, as W. C. Dickinson & Co., will conduct the business.

Capitalized with stock of \$10,000, Miller Hay & Grain Company has been incorporated at Evansville, Ind. The company will buy and sell all kinds of grain. Directors are: Arthur C. Miller, George F. Miller and Anna E. Miller.

The Winona Feed Company has been organized to operate at Milwaukee, Wis., capitalized with stock of \$25,000. Edw. La Budde, Otto R. Sickert and Bentley Dadman are interested.

The Mosley Grocery Company and the Bearden Wholesale Company of Bearden, Ark., have consolidated and will build a large warehouse and engage in the feed and flour as well as grocery business.

The firm, J. B. Hodges & Co., has been organized to operate at Hastings, Fla. The company will deal in hay, grain, machinery, etc. J. B. Hughes is president; J. W. Estes, vice-president; T. B. Glass, secretary-treasurer.

W. R. Mumford & Co. of Chicago, Ill., advise, in a letter of October 11, that the offerings of timothy hay continue moderate and markets strong. Prices are a little better than last week. There does not appear to be anything weak in the situation at this time. The farmers, of course, are busy now, and we probably cannot expect any material increase in receipts until fall work is finished.

Toberman, Mackey & Co., hay and grain dealers of St. Louis, Mo., in their letter of October 8 report: The arrivals of hay on both sides of the river were moderate today. The market remains strong, with every indication that it will continue under strong conditions for the rest of the month. The demand was good all around for all grades of hay. Winter coming on will bring forth a stronger demand from outside points. No better time can be secured to make shipments this way. High grades of clover wanted; in good demand. Alfalfa strong for all high grades, and good demand for medium grades. Choice qualities of prairie wanted; in good demand; medium and lower grades more or less neglected and very quiet.

#### GRAIN AND HAY REPORTS

The semi-monthly reports on grain and hay prices by the Bureau of Markets will now include the North Atlantic division, with headquarters at New York, and the Southwestern division, with headquarters at Oklahoma City. Heretofore only reports from the Southeastern division with headquarters at Atlanta have been issued.

#### I. C. C. HEARING ON WEIGHTS

The Interstate Commerce Commission held a hearing in Chicago last month on the subject of country elevator weights. Shippers from all sections of the country were represented and offered testimony. The Van Dusen, Harrington Company of Minneapolis, Clifford Thorne representing Western shippers, and Attorney Bach of the Illinois Grain Dealers Association, were among the principal witnesses.

The shippers argued that the Commission had no jurisdiction, that the common law provided adequate basis for claims and that allowance for natural shrinkage was unjust and did not cover the situation at all.

So far as proving the "adequacy of their weighing facilities," however, they failed. The whole matter is now under advisement by the Commission.

#### FUMIGANTS

Weevil losses in grain storage can be controlled. Empty bins should be cleaned thoroughly and dusted with air-slacked lime.

A full bin can be cleared of weevil by pouring carbon bisulphide over the surface and covering with a heavy cloth. The fumes are heavier than air and will penetrate through the entire bin. In a tight bin one pound of carbon bisulphide will fumigate 300 cubic feet of grain at 70 degrees temperature. If the temperature is below 60 degrees this method is not satisfactory. It should be remembered that carbon bisulphide fumes are highly inflammable and should be safeguarded from sparks or open flame.

One of the standard fumigants for killing these pests has been hydrocyanic acid gas generated from potassium cyanide. But potassium cyanide has been practically unobtainable lately, and the Maryland Agricultural Experiment Station favors the substitution of sodium cyanide. As the latter is stronger and generates a fourth more cyanogen gas, the experiment station advises that it be used in amounts one-fourth less than the potassium cyanide formulas call for. Hydrocyanic acid gas is an active poison and should only be handled by experts.

Some millers and elevator operators have tried vaporized formaldehyde as a fumigant, but this is not considered effective.

#### ESTABLISHED 1870 W. R. MUMFORD & CO.

Commission Merchants  
Hay, Grain, Millstuffs, Futures  
Consignments Solicited  
We Guarantee Good Service  
Postal Telegraph Bldg., Chicago

**ALFALFA**  
We are the Largest Distributors  
of ALFALFA in  
GREATER NEW YORK  
Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.  
**ALFALFA**  
W. D. Power & Co., 12-15 N.Y. Hay Exchange  
NEW YORK

# FIELD SEEDS

A new seed warehouse has been completed at Emmetsburg, Iowa.

A large seed warehouse is to be erected at Dalhart, Texas, for Schubart Grain Company.

A three-story building at Springfield, Mo., has been leased by the Springfield Seed Company.

O. P. Jackson & Co. of Houston, Texas, will operate as the O. P. Jackson Seed Company.

Improvements have been made on the store of the L. S. Darling Seed Company of Petoskey, Mich.

Alfred J. Rosenberg has sold all of his stock in the Milwaukee Seed Company of Milwaukee, Wis.

A brick seed house, 250x100 feet, is being built at Texarkana, Ark., for the Farmers' Oil & Fertilizer Company.

A new \$45,000 elevator building is to be built at Owosso, Mich., for the Young, Hall & Randolph

Seed Company. The plant will be of fireproof construction, entirely of concrete.

New quarters in Los Angeles, Cal., at 637 South Main Street, have been opened up by the Los Angeles Seed Company.

The capital stock of the Wing Seed Company at Mechanicsburg, Ohio, has been increased from \$100,000 to \$150,000.

A warehouse and distributing center is to be established at Chehalis by the Wesco Seed Company of Grand Mound, Wash.

Interest in the seed, hay and grain firm, Reinhardt & Co. of McKinney, Texas, has been purchased by L. C. Voekel.

Lanning's Seed House at Nowata, Okla., has been purchased by M. F. Wilkinson. Cass Lanning will move to Cambridge, Ohio.

After January 1, 1918, the Stricker Company of Asheville, N. C., will operate as Asheville Seed

Company. There has been no change in the personnel of the organization.

The recently incorporated Sny Island Seed Growers' Association of New Canton, Ill., will build a three-story seed house there.

The Albert Dickinson Company of Minneapolis, Minn., has installed two Willford's Percentage Measuring & Blending Machines.

The Livingston Seed Company of Columbus, Ohio, will devote itself entirely in the future to handling of field and garden seeds.

The Manglesdorf Bros. Company of Atchison, Kan., has changed its name to the Manglesdorf Seed Company and increased its capital stock from \$100,000 to \$300,000.

John P. Cotella has retired from partnership with August A. Bertrand in the Bertrand Seed Company of San Francisco, Cal. The business is to be conducted by A. A. Bertrand.

The contract has been let by the C. E. White Seed Company of Plainview, Hales County, Texas, for the erection of a brick building costing, together with the fixtures, about \$10,000.

Incorporation papers have been filed for the Suburban Seed Company of Lagrange, Ill., capitalized with stock of \$10,000. Albert W. Bivans, Alfred H. Morgan and Elihu D. Watt are interested.

New seed warehouses have been completed at Oakville and Huron (r. f. d. Mediapolis), Iowa, for Jamison & Son of Oakville. The former has a capacity for 26,000 bushels; the latter, 16,000 bushels.

The Spokane Seed Company has purchased the building at Spokane, Wash., formerly occupied by the Northwestern Pickle Company, which adjoins its warehouse. New cleaning machinery for handling grass seeds is to be installed.

W. E. Moulton & Co., Inc., of Alexander, Genesee County, N. Y., have incorporated, capitalized at \$18,000, and will engage in seed, grain and farm products business. G. S. Haxton, A. J. Waterman and D. F. Taylor are interested.

Mississippi has instituted "Seed Corn Selection Day" and practically every county in the state will celebrate on October 15, the day set aside. A prize of \$20 is to be awarded to the most skillful seed selector. C. A. Cobb, the originator of the idea, believes that the corn yield of the state can practically be doubled through the proper selection of seed.

This year's entrance in the annual contest of the North Dakota Improved Seed Growers' Association is to be confined to members only. Membership may be obtained by payment of the annual fee of \$1. The contests opened on October 1 and will continue until January 10. Samples are submitted in 1-pound lots, analyzed for purity and tested for germination in the seed laboratory. If the seed is found to be of a quality suitable for sale for seeding purposes, the amount held by the owner and his name and address will be published in the certified seed lists sent out by the Association.

C. A. King & Co. of Toledo say of clover and timothy seed: "Farmers appear bullish on clover seed. They still hug their farm products. Receipts clover seed continue very small. Some October shortage, with offerings very small. A little will be shipped in later. Start early, railroad service is slow. Idaho helped us out one October, but cannot this season. Clover and timothy seed both look low compared to other farm products. Much will depend upon the foreign demand. France may export some later. England has been buying some. Trade is not large, leaving the market sensitive. Realize on bulges. Buy on breaks."

Southworth & Co. of Toledo, Ohio, report October 11: "Clover seed making history. Early October levels highest ever seen. They surpass the February, 1912, prices. Advance was scored easily. Little opposition. Profit-taking caused recession followed by upturn. Holders are confident in spite of high prices. Many crop returns disappointing. Talked with Michigan dealers, who say they will not have enough seed for own requirements. Ohio conditions better. Too early for final idea as to crop. Movement light. Toledo stocks were large at beginning of season, but are decreasing fast. Receipts much the smallest in recent years. Conditions appear against any early big increase in movement. How high will prices go? The advance inspired \$15 talk. Easy to overdo it on upturns of this kind. Timothy receipts about same as last season to date, but much below average of recent years. Timothy prices got out of the rut—temporarily, at least—and advanced to around \$4, followed by profit-taking and easier tone. Alsike receipts very small; only a fraction of the movement of normal years. Prices high and likely to continue so unless receipts take a big increase."

J. F. Zahm & Co. of Toledo say of clover seed: "Receipts in Toledo market attracting attention. Compared with previous years for the same period they are practically nothing. Even so that does not mean it won't come to market some time. Other

## THE ILLINOIS SEED CO. CHICAGO, ILL.

*We Buy and Sell*  
**FIELD SEEDS**

*Ask for Prices. Send Samples for Bids.*

## L. TEWELES SEED CO. MILWAUKEE, WIS.

*Red, White and Alsike Clover*  
*Timothy and Alfalfa Seed*

Seed Corn

Field Peas

## LARGE DEALERS IN SOUTHERN FALL GRAINS, CLOVERS, VETCHES, GRASSES, AND OTHER SEEDS

Get Willet's Weekly Current Price List.  
Get Willet's Fall 1917 Seed Catalogue—out late in August.

### N. L. WILLET SEED CO.

AUGUSTA,

GA.

## Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

**T. H. Cochrane Co.,** PORTAGE, WISCONSIN  
We want to buy Clover, Alsike, Timothy, Alfalfa  
White Clover.

## Grain and Seeds

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

### WANTED

By an old established seed house, a thorough business man of character, capability and experience in the general seed business. State qualifications, experience and salary wanted. SEED HOUSE, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### WE BUY AND SELL

## Seeds

*Write Us Your Needs*

**SCHISLER-CORNELI SEED CO.**

St. Louis, Mo.

## SEEDS Grain, Clover and Grass Seeds CHAS. E. PRUNTY 7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### MACHINERY

#### FOR SALE CHEAP

Several double cleaners for grain or seed. Want to close at low price. Successfully used by hundreds of grain men. For full particulars, write JOHNSON & FIELD MFG. CO., Racine, Wis.

### BARTER AND EXCHANGE

Will exchange 25-horsepower induction motor, 220 volt, 61 amp., 3 phase, 60 cycle, 1135 r.p.m. full load, for smaller motor, 10, 12 or 15-horse and difference. Motors of same description as above. THOS. W. ABRAMS, Tuscola, Ill.

### POWER TO FIT EVERY DEMAND

High grade rebuilt engine values, 1 to 100-hp. at prices you want to pay. Send for big list of engines suited for elevators and mills, for factories and farms, for autos and trucks, for boats and hydroplanes and state your power needs so that we may quote with description. BADGER MOTOR CO., Milwaukee, Wis.

### BAGS

#### BAGS

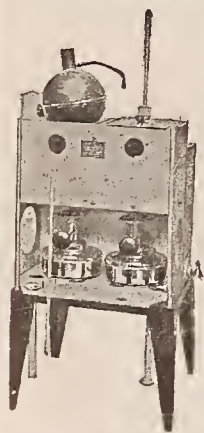
High prices paid for second-hand feed bags. Write for quotations to INTERSTATE BAG CO., Department 13, St. Louis, Mo.

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Accuracy, Care and Study are Needed These Days By the Grain Man



Let Us Help Lighten Your Burden.

**The Flint Brown Duvel Moisture Tester.**

will enable you to intelligently grade your wheat according to the

New Government Grain Standards.

Manufactured by  
**DE ROO & SON, Inc.**  
Flint, Mich.

## THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

**FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

[Continued from Page 283]

markets may be drawing it away temporarily. Farmers too are mighty independent. They have been busy with general farm work. Note the light movement of wheat and the price fixed. They will all bring in their seed and wheat when nothing else to do, or they need a little ready money. Europe as a factor must be counted on as a buyer if they can get the transportation. Proven so by the fact of heavy shipments the past late summer of old seed from this side. Early collapse of the war would make this demand more acute. No use to make comparisons with prices of former years. We don't live in normal times now. World's war is changing all customs. Some of the changes may be permanent. Best tonic would be for the world to again raise bountiful crops of seeds and thus cheapen the

price. March timothy year ago \$2.45 against \$4.05 today. March red clover, too, was nearly \$5 less than now. Comparisons cut no figure. What will the harvest be, means more. Europe could use more than our surplus if war should end this winter."

### SEED TRADEMARK

The following seed trademark was published during the past month by the U. S. Patent Office:

## Success

"Success" field and garden seeds. Ingram Drug Company, Valdosta, Ga. Filed June 25, 1917. Ser. No. 104,678. Published September 18. See cut.

## OBITUARY

**BISHOP.**—After an illness of one year's duration, W. P. Bishop, president of the E. P. Bacon Grain Company of Milwaukee, Wis., died on October 10 at his home in that city. Mr. Bishop had served as president of the Chamber of Commerce for two terms and as vice-president for one term. For many years he was chairman of the Grain Inspection Board.

**COSGRIFF.**—Aged 70 years, John E. Cosgriff died at Kentfield, Cal. Formerly he had conducted in San Francisco a hay and grain business.

**GARDNER.**—Zimri Gardner, a grain elevator man, died at his home in De Soto, Mo., aged 61 years.

**HAVEN.**—On September 15, Edwin M. Haven of the Haven Seed Company, Santa Ana, Cal., died from pernicious pneumonia after a long illness. In 1875 he started in the seed growing business at Bloomingdale, Mich., and continued in it until in 1891, when he moved to South Haven, Mich. There he conducted a seed business as the Haven Seed Company until in 1903, when he moved to California. Here he incorporated as the Haven Seed Company. The business is to be conducted by his sons.

**HOWELL.**—John C. Howell died recently at his home in La Grange, Ill., at the age of 86 years. Mr.

Howell for 40 years had been a member of the Chicago Board of Trade.

**KEILMAN.**—Leonard Keilman, an old-time grain and milling man, died at his home in Dyer, Ind., at the age of 84 years. Further details are to be found relative to Mr. Keilman on another page in this issue.

**McFEE.**—Alec McFee, a well known grain man in the Province of Quebec, Canada, died at Montreal recently. Mr. McFee was born in 1849. He commenced business with his father at Beuharmois and shortly afterwards moved to Montreal in 1872. He at one time had been president of the Corn Exchange Association, Board of Trade and was a member of the old Board of Harbor Commissioners.

**MARSHAL.**—Simon Marshal, a prominent elevator man of Appleton, Wis., died at his home there on September 25.

**MYERS.**—Homer Myers, manager of the Morag & Burrell's elevator at Mishawaka, Ind., died from injuries received when struck by a car. His widow and three children are left.

**PERKINS.**—Justin S. Perkins died at Chelsea, Mass., from heart failure. For more than 25 years he had been engaged in the hay business at Boston.

**RILEY.**—W. J. Riley died recently at his home in Indianapolis, Ind. Mr. Riley had been a member of the Indianapolis Board of Trade for 25 years and was a prominent grain dealer.

### EXPORTERS WARNED

The Exports Administrative Board has transmitted a statement to the following effect to all of the seaboard terminal grain elevators:

The Exports Administrative Board wishes to impress upon the owners of grain elevators the necessity of discontinuing the loading of vessels with grain for export before the shipper procures the necessary export license, and the Board herewith makes the announcement that no further cargoes should be loaded until such license for export shall have been presented.

Licenses for the export of food grains are issued only with the approval of the Food Administration, and every effort is being made to subject such exports to the strictest control. Cases are of frequent occurrence where vessels are loaded with grain and the Exports Administrative Board is unable to grant the necessary export license

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## MILLING KINKS

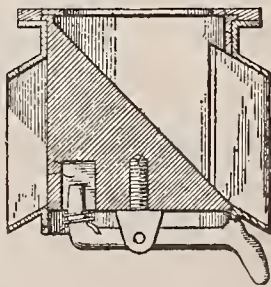
❖ ❖ ❖

THE latest book for grain elevator operators and millers. Just off the press and ready for delivery. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

PRICE, \$1.00  
Postpaid

**MITCHELL BROS. PUBLISHING CO.**

431 S. Dearborn St.  
Chicago, Illinois



## The Only No Leak, No Stick Steel Grain Valve on the Market

This valve or turn head throws the grain, flour or feed four different ways, is only eight inches in diameter and thirteen inches long and doesn't lose but three inches from inlet to discharge. Is easy to install and has connections for spouting. Is self-locking, and operating lever acts as indicator, always pointing in the direction valve is set, and can be operated at valve or by extra attachments from any floor in the mill or elevator. Furthermore, it is so cheap, sanitary and serviceable that you cannot afford to use a wooden valve. This size will carry from six to eight hundred bushels of grain per hour.

Manufactured by

**DAN MORGAN & CO.**

**SEYMOUR, IND.**

ESTABLISHED 1901

Reynolds & Thornhill

BROKERS

BluefieldWest Virginia

Are seeking connections with thoroughly reliable shippers of sacked corn and oats, bulk wheat and white milling corn. Are buyers as well as sellers.

R. D. ELWOOD & COMPANY

WHOLESALE GRAIN MERCHANTS

Oats - Corn - Rye - Hay - Feed

Interested in the Exchange Elevator

407-8 Second National Bank Building  
PITTSBURGH, PA.

PHONES: P. & A. 732 MAIN — BELL 732 GRANT

Velvet Bean Meal

GUARANTEED ANALYSIS:

Protein .....19%

Fat.....4½%

Carbohydrates.....12%

Crude Fibre, not over 12%

Ground Velvet Beans In Hull

Dan Joseph Company

COLUMBUS, GA.

Selling Agents for Mills grinding about 500 Tons Daily.  
ASK FOR PRICES AND SAMPLES.

COMBINATION

PRICE FOR  
"AMERICAN MILLER"  
"AMERICAN GRAIN TRADE"

\$2.50

SEND IN YOUR SUBSCRIPTION NOW

CHAMBER  
OF  
COMMERCE

MILWAUKEE

GRAIN  
RECEIVERS

Taylor & Bournique Co.

SHIPPERS OF GRAIN

Chamber of Commerce, Milwaukee, Wis.

John B. Meigs, Pres. G. C. Holstein, V. Pres. & Mgr.  
A. Ballatine, Secy. and Treas.

Mohr-Holstein Commission Co.

29 Chamber of Commerce  
MILWAUKEE

Sample Grain a Specialty  
Branch Offices at CHICAGO and MINNEAPOLIS

MINNEAPOLISShip toDULUTH

CARGILL GRAIN COMPANY

MILWAUKEE

WE OFFER A VERY BROAD SERVICE

A record of over 50 years in the grain business.  
Absolute Security Good Sales  
Courteous Treatment Quick Returns

FRANKE GRAIN CO.

GRAIN—FEED—HAY

Douglas Corn Gluten  
Brewers Dried Grains  
Malt Sprouts Hominy

MILWAUKEE WISCONSIN

YOU can keep in touch with the news and reports of the Grain and Elevator world by reading the "American Grain Trade."

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BOARD  
OF  
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✂ **KANSAS CITY** ✂

GRAIN  
RECEIVERS



## Universal Grain Code

AND MILL FEED SUPPLEMENT

Compiled for Use of  
**Grain and Milling Trades**  
OF THE  
United States and Canada

Send for a Copy Now  
Price \$3.00

**Mitchell Brothers  
Publishing Co.**

431 South Dearborn St., Chicago, Ill.

## WESTERN GRAIN COMPANY

BUYERS AND SHIPPERS

Wheat, Corn, Oats, Barley, Kaffir Corn, Milo, Mill Feed  
Straight and Mixed Cars, Sacked or Bulk

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Whitney & Gibson, receivers and shippers.\*

### CHICAGO, ILL.

Armour Grain Co., grain buyers.\*

Bailey & Co., E. W., commission merchants.\*

Bartlett, Frazier Co., receivers and shippers.\*

Chicago Seed Co., seeds.

Crary-Johnson Co., grain, stock, provisions.

Dickinson Co., Albert, seeds.

Dole & Co., J. H., commission merchants.\*

Finney, Sam, grain commission.

Freeman & Co., Henry H., hay, straw, grain.\*†

Gerstenberg & Co., grain and seeds.\*

Harris, Winthrop & Co., grain, stocks, bonds.\*

Hitch & Carder, grain commission.

Hoit & Co., Lowell, com. grain, seeds.

Hulburd, Warren & Chandler, com. merc.

Illinois Seed Co., seed merchants.

Lamson Bros. & Co., commission merchants.\*

Logan & Bryan, grain merchants.\*

McKenna & Rodgers, com. merchants.\*

Miller & Co., Albert, hay and produce.†

Mumford & Co., W. R., grain, hay, millstuffs.\*

Nash-Wright Grain Co., grain, prov., seeds.\*

Norris Grain Co., grain merchants.\*

Paynter, H. M., grain and field seeds.\*

Pope & Eckhardt Co., grain and seeds.\*

Rosenbaum Brothers, receivers, shippers.\*†

Rosenbaum Grain Co., J., shippers.\*

Rumsey & Co., grain commission.\*

Sawers Grain Co., grain commission.\*

Schiffli & Co., Philip H., com. merchants.\*

Shaffer, J. C., & Co., grain merchants.\*

Simons, Day & Co.\*

Vehon & Co., M. L., commission merchants.

Wagner & Co., E. W., receivers, shippers.\*

Ware & Leland, grain and seeds.\*

### CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shippers.\*

DeMolet Grain Co., grain, hay, flour.\*

Mutual Commission Co., strictly commission.

### CLEVELAND, OHIO.

Strauss & Co., H. M., commission, grain, hay, feed.\*

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Best & Co., J. D., grain, hay.\*

Denver Elevator, The, grain.\*

Hungarian Milling & Elevator Co., grain.

Western Grain Co.

### DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*

Kendrick & Sloan Co., receivers and shippers.†

Merchants Hay & Grain Co., rec. & shippers.†

Miller Grain Co., receivers and shippers.†

Shotwell & Co., C. A., com. grain and hay.†

Urmston Grain Co., grain commission.\*†

Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*

Moore-Seaver Grain Co., corn and oats.\*

Peppard Seed Co., J. G., alfalfa seed, millet.

Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.\*†

### MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.\*†

### MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.

### MILWAUKEE, WIS.

Cargill Grain Co., receivers and shippers.

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.\*

Franke Grain Co., receivers and shippers.\*

Mohr-Holstein Commission Co., grain com.

Taylor & Bournique Co., corn, oats, barley.\*

Teweles Seed Co., L., seeds.

### MIDDLE POINT, OHIO.

Pollock Grain Co., track buyers, hay, grain.†

### MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.\*

McCaull-Dinsmore Co., com. merchants.\*

Quinn, Shepherdson Co., grain merchants.\*

Scroggins-McLean Co., receivers and shippers.

### NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.\*

Power & Co., W. D., hay, straw, produce.

Travis, Inc., Wright S., grain, hay, flour, feed.†

### NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.\*

Colonial Cereal Co., wheat, corn, oats, etc.

### PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*

Grier & Co., T. A., grain commission.\*

Miles, P. B. & C. C., grain commission.\*†

Mueller Grain Co., receivers and shippers.

Rumsey, Moore & Co., grain commission.\*

Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.\*

Graff & Son, L. G., grain exporters.\*

Miller & Sons, L. F., receivers and shippers.\*†

Richardson Bros., grain, flour, mill feeds.\*

Rogers & Co., E. L., receivers and shippers.\*†

Young & Co., S. H., grain, flour, alfalfa, feed.\*

### PITTSBURGH, PA.

Heck & Co., W. F., grain, hay, mill feeds.\*†

Herb Bros. & Martin, grain and hay.†

McCague, R. S., grain and hay.\*†

Smith & Co., J. W., grain, hay, feed.\*

### RICHMOND, VA.

Adams Grain & Provision Co., grain, hay.†

Beveridge & Co., S. T., grain, hay, feed.\*†

### ST. JOSEPH, MO.

Elwood Grain Co., receivers and shippers.\*

St. Joseph Public Elevator Co., public storage.

Marshall Hall Grain Co., receivers, shippers.\*

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*

Goffe & Carkener Co., grain, hay, seeds.\*†

Graham & Martin Grain Co., rec. exclus.\*†

Klosterman & Co., W. G., grain, hay.

Langenberg Bros. Grain Co., grain com.\*†

Marshall Hall Grain Co., rec., shippers, & exp.\*

Mullally Hay & Grain Co.\*†

Nanson Commission Co., receivers, shippers.\*†

Picker & Beardsley Com. Co., grain, hay.\*†

Prunty, Chas. E., grain and seeds.

Schisler-Corneli Seed Co., seeds.

Toberman, Mackey & Co., grain, hay, seeds.\*†

### TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*

King & Co., C. A., grain and seeds.\*†

Raddatz Co., H. D., grain, seeds.\*

Southworth & Co., grain and seeds.\*†

Wickenhiser & Co., John, grain dealers.

Zahm & Co., J. F., grain and seeds.\*†

### WASHINGTON, D. C.

Craig, J. V., grain, hay broker.\*†

\*Members Grain Dealers' National Association. †Members National Hay Association.

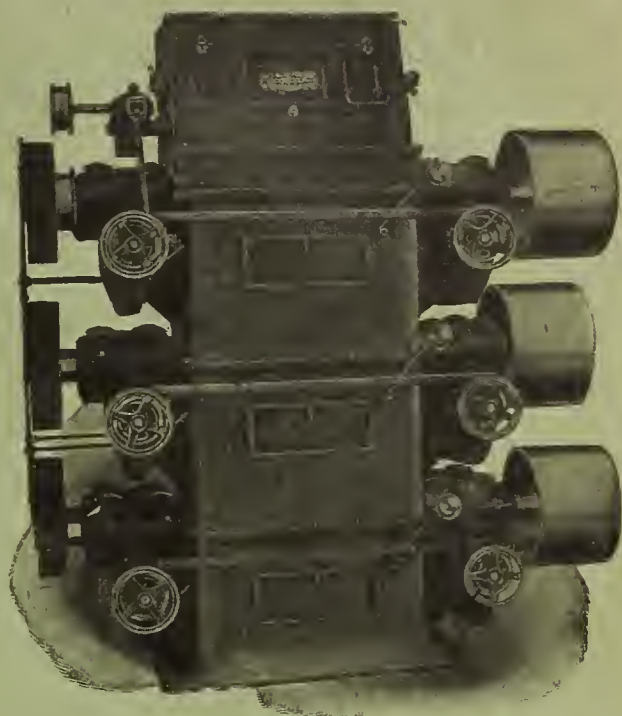
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